

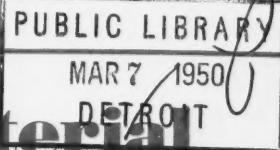
NOLOGY DEPARTMENT

# LEATHER

VOLUME 119  
NO. 9

MARCH 4,  
1950

*and* SHOES

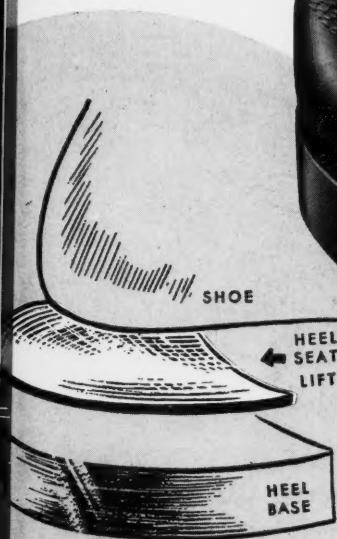
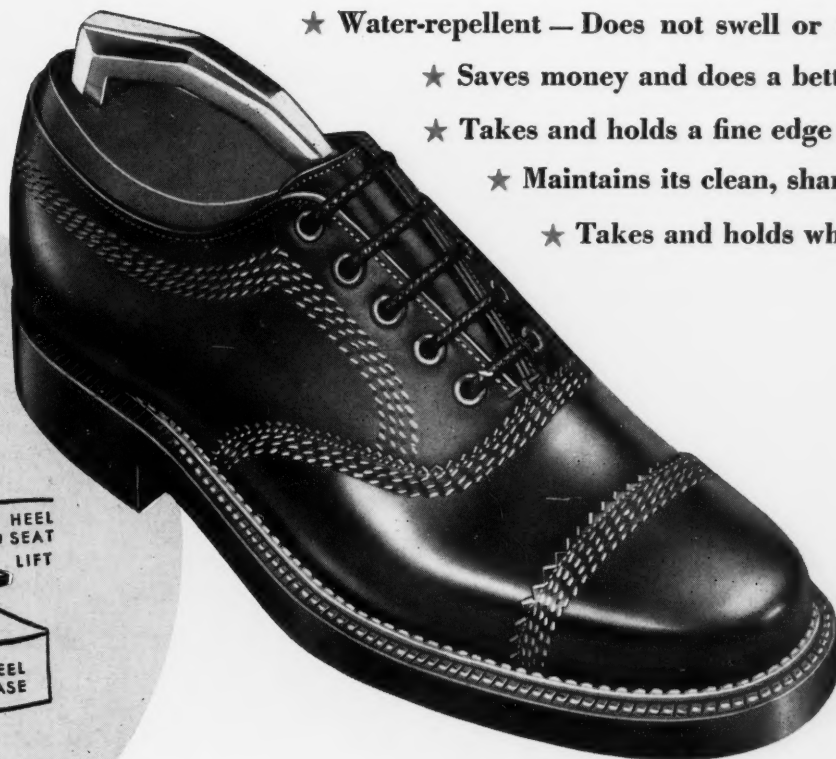


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 calfskin can. Rosebay Willow Calf is popular with  
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*Boston*

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**Note some significant shifts in shoe and leather industry.** In 1939, value of mfrs' sales of leather and all leather products was \$1,318,000,000; in 1947, \$4,279,000,000; in 1948, \$3,848,000,000; in 1949, \$3,400,000,000. So 1947 was peak dollar year in industry's history. But note significant dollar decline since.

**Retail shoe store sales:** in 1947, \$1,533,000,000; 1948, \$1,537,000,000; 1949, \$1,478,000,000. Note relative stability despite vast changes in national economy in this 3-year period. But different picture concerning % of consumer dollar going to shoes. In 1929, shoe stores got 1.7%; 1933, same; 1939, 1.5%; 1941, 1.4%; 1948, 1.2%; 1949, 1.15%. Note industry's steady decline in take of share of consumer spending dollar. The evident trend: the higher consumer income, the lower the share or % spent on shoes.

**Mfrs' sales for leather and leather products:** Index for Dec., 1948, 272; for Dec., 1949, 242, a drop of 30 points. Mfrs' inventories, book value: Dec., 1948, 609; for Dec., 1949, 610. Significance: lower sales have left more stock or inventories on mfrs' hands.

**Note one-year shift in commodity wholesale price indexes, Dec., 1948, to Dec., 1949:** hides and skins, from 197.2 to 192.8; leather, from 186.5 to 178.1; shoes, from 188 to 184.3.

**Employment and wage shifts also interesting.** Total employment in leather and leather products mfg. for Dec., 1948, 354,000, but in Dec., 1949, fell to 333,000; shoe mfg. in Dec., 1948, employed 228,000, but 215,000 in Dec., 1949. But average weekly hours worked was about static: 37.1. Average weekly earnings in leather and leather products industries for Dec., 1948, was \$42.41, fell a bit in Dec., 1949, to \$42.26. Average hourly earnings fell slightly from \$1.14 to \$1.13.

**French rawstock exports in 1950 expected to be about same as 1949 quotas.** Raw calfskins, 3,000 tons; raw horsehides, up to 1,500 tons. French leather trades producers have made effective mass protest against increasing these quotas despite strong foreign demand for this rawstock and chance of good dollar earnings for the govt. Producers of finished goods will concede increased rawstock exports only if exports of finished leather and leather goods linked with deal.

**Average weekly earnings of employees in leather and leather products industry** up from \$41.96 in Dec. to \$42.67 in Jan. At same time, average weekly hours worked rose from 37.0 to 37.3 hours. Average hourly earnings boosted from \$1.134 to \$1.144 in same period. General rise attributed to seasonal increase in shoe production for month of Jan.

**Shipment of 1000 crocodile skins monthly** from East Africa, largely to U. S. for luxury leather goods trade, goal of Britain, according to *National Geographic* magazine. Some skins will be sent directly here while others go first to England for tanning and then sale to U. S. Added dollar returns motivating force.

**New dehider to reach American market** shortly called greatest single improvement in the trade in many years by National Hide Assn. Association trying to get model for demonstration at Annual Convention in Boston, May 22. A European invention, now being manufactured in Connecticut, Dehider is power-operated, shuts off when hand piece is placed in hand piece rest, starts up as soon as it is picked up again.

**Export sales of U. S. leather products** to receive fresh stimulus this year from recent Leather Goods Trade Fair held at Offenbach, Western Germany. Some 150 manufacturers from all countries displayed products at largest leather goods showing held in area since war. Value of leather manufactures exported in 1949 was \$1,200,000, a substantial gain over \$730,000 value in 1948 but far below \$10,000,000 worth exported annually before the war.

**Conditions for granting of learner sub-minimum wage rate certificates** clarified by Wage and Hour Division Administrator McComb in recent talk before U. S. Chamber of Commerce. At top of list is stipulation no certificates will be issued to any employer "if skilled workers are available in his locality."

**McComb defined learner as new employee "working in a skilled occupation"** requiring eight weeks to four or five months to reach "reasonable degree of skill." Learner certificates to be given on two bases: normal turnover certificate authorizing usually less than 10 percent plant employees to be classified as learners at any one time, or expansion certificate given to new plant starting production or established one greatly increasing capacity.

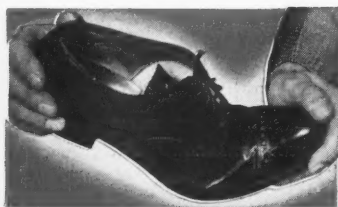
**New minimum wage law provides only one test** by which certificate may be granted or denied: is certificate necessary to prevent curtailment of opportunities for employment? Provision not written into law to enable employers to lay off experienced workers and replace them with learners.

**McCloy now preparing to make "scientific study"** of economic effects of increase in minimum wage. To date, few complaints heard that new minimum has forced firms out of business or resulted in wholesale dismissal of employees.



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*one of Armstrong's quality shoe products*

**BOX TOE MATERIALS • FLEXICORK® • CUSHION CORK® • CORK COMPOSITION • PLATFORMS**

# EDITORIAL

## The Unexplored Stockholder

THE obvious objective of business is to sell the products it manufactures. The executives devise almost every conceivable way to increase sales, build good will and create additional demand for the products of their firms.

But shoe and leather manufacturing firms have missed one of their most obvious sales assets: the stockholder. Here is not only a customer but a salesman.

For the sake of round figures, let's say a shoe manufacturing firm has 1,000 stockholders. Let's say that these stockholders were sold on the idea of buying the shoes of the company in which they held stock. Multiply these "customers" by 3.8—the average family unit size. Here we have 3,800 pairs. Multiply this again by three—the average per capita shoe purchases per year, and we have 11,400 pairs.

Here are 11,400 "extra" pairs that should be purchased from the company. But are they being bought? If not, they are "lost" sales. That is, the stockholder should and could be made to feel a "loyalty" to his company, a loyalty translated into shoe purchases for him and his family.

Obviously this figure of 11,400 pairs may be excessive in most cases, as most firms tend to specialize in men's, women's or juvenile shoes, and hence they cannot service the entire family. Even so, is the stockholder purchasing what shoes he can from the firm? If not, the company has not only missed a small but direct sales opportunity, but more importantly, has missed the opportunity to build confidence and good will in its stockholder relations.

Sole leather tanners have been plagued by the deep inroads of non-leather soling materials since war's end. Yet it is very probable that many of the stockholders in these firms wear non-leather soles, as do the members of their families. Selling, like charity, begins at home. Have the sole leather tanners made certain that their stockholders wear and de-

mand leather soles? If not, they have violated the first rule of good salesmanship.

However, actual purchases by these stockholders are relatively small and unimportant in relation to the value of these stockholders as "salesmen" for the companies in which they hold stock.

Why aren't stockholders converted into "salesmen" for the company? A thousand individuals distributed across the country and spreading the "gospel" among friends and neighbors to buy "So-And-So's" shoes or to demand a certain type or brand of leather in shoes might bring surprising returns for the company.

It's generally recognized that the best consumer advertising is word-of-mouth advertising. Here, then, are a thousand or five hundred "salesmen" extolling a specific product, infecting others with the contagion of the product's virtues. And thus the "selling force" snowballs with increasing momentum and size.

And why shouldn't a stockholder willingly and enthusiastically serve as a voluntary company "salesman"? Is it not his money that is involved? Does he not share in the increased returns from his efforts, his participation? Should the size of dividends depend solely upon the executives of the firm or upon *all* those who have a stake in the firm—including the stockholders?

Firms in other industries are now recognizing stockholders as far more than mere holders of stock, but as a potential *buying and selling force* for the company.

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5,000 or over	1½c each

There are a lot of important facets to this matter. Just as many firms have taken for granted—and without much success—their labor relations, personnel relations, and human relations, so they have taken their stockholder relations too much for granted.

True, a stockholder may be primarily interested in the security and dividends of the company. But he is also deeply concerned with the factors that help *determine* the company's security and the outlook on dividends. A company that exploits every sales opportunity such as converting the stockholder into a buyer and seller of the company's products, is sure to instill a confidence in the stockholder that the company is exploiting all the obvious sales potentials along with the less obvious. This answers the stockholder's question concerning security. It also, to a large degree, answers the matter of outlook on dividends. In short, a sales-alert firm represents an attractive and wholesome proposition for the stockholder.

It appears that the shoe and leather industry has not yet caught the real significance—the pay-off values—of public relations. Many firms still tend to cling to the Victorian misconception that public relations may be translated into a press agency—the plugging of products or individuals through zany stunts to attract public attention through the press.

It is time that public relations be recognized for what they genuinely are: to ingratiate a company and its products in the public mind as a public service that pays off profitably for the company and the community. It is no broad, sweeping term. It embraces labor relations, personnel relations, community relations, stockholder relations, press relations, human relations.

A company and its products are inanimate and inarticulate unless they are made to register on the public mind. When this register is achieved, then the public *goes to work for the company and its products*. This is not accomplished merely by making a good product. Businesses with excellent products have rotted because the products weren't sold, because a sound public relations job wasn't done to convert inactive potentials into real purchasers.

The fresh opportunities in stockholder relations discussed here deal with only one aspect. But we have dealt with it to show just one of the untapped potentials in shoe and leather merchandising.

# BALANCE SHEET

## *of the Prime Manufacturing Company's Innersole Process*

### ASSETS

- ▶ Great savings in costs.
- ▶ Uniform outside edge all the way around shoe.
- ▶ Any margin wanted with all variations wanted.
- ▶ Will hold margins better at toe and ball.
- ▶ Tighter seams.
- ▶ Allows use of innersole material that is light enough to be extra flexible yet cannot be channeled.
- ▶ Approximately 2,000,000 pairs now being used monthly.

### LIABILITIES

- ▶ None that we have yet seen substantiated.

*Want further details? Just write us.*

**Prime Manufacturing Co.**

**L Y N N ,      M A S S A C H U S E T T S**

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- CIO TO CHARTER NEW FULTON COUNTY UNION**—Action to oust IFLWU-controlled union. New union claims signatures of 600 workers in area.
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- TC ESTIMATES FEB. SHOE OUTPUT AT 37 MILLION PAIRS**—Two-month output about on par with corresponding period of 1949. Men's and women's output declines.
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# NEWS

## Near Slugfest Marks Reopening Of Shoe Learner Pay Hearing

Feeling runs high as union launches case. USWA attorneys challenge NSMA learner wage rate survey.

The shoe learner hearing entered its final stages this week amid a tense atmosphere, which indicated that the battle over learner certificates will be carried on months after the hearing ends.

As the hearing reopened at the Wage-Hour Division in Washington, D. C., one of the attorneys for the shoe manufacturers accused Anthony Heller, international representative of the USWA, of being a "liar" in his testimony. Attorney Joseph Rau, Jr., for the union, suggested to Heller that he "take a swing" at the offending lawyer.

This led to a challenge from NSMA Attorney Edward F. Seligman to Attorney Rau to step outside and settle the matter, but Hearing Officer Verle Roberts calmed down both sides. President William Thornton of USWA told the chairman that he would take his witness off the stand if subjected to personal attacks.

Earlier Thornton had protested against what he called "unfair tactics." He referred to the common practice soon after the war of using veterans under the GI Bill of Rights as learners of various kinds, when standards of training periods were set up casually to allow former servicemen to get federal benefits.

Thornton said USWA had made no protest at the time, being eager to help returned soldiers get jobs, even though some of the learner periods of months were for types of jobs he thought could be mastered in one week. He objected to such data being used as a "yardstick" for current jobs.

### NSMA Survey

Early arguments at the resumed hearing centered around the filing of additional information by W. W.

Stephenson, executive vice president of NSMA, who put into the record data about learner wages requested by the Labor Dept. a month ago. The Association wrote to 26 shoe factories around the country, and received replies from 14 of them, listing the exact wages earned by learners on a piece-work basis (as separate from their guaranteed minimums). Some 32 jobs were studied.

Object of the survey was to show that learners in these jobs actually earned surprisingly low wages on their own piece-work efforts with the difference between those rates and their guarantees being absorbed by the manufacturers for several weeks.

As an example, an experienced fancy stitch marker was listed as earning an average of 89.6 cents hourly. Actual piece-work earnings of learners for the first four weeks of training on this job was cited as 39.3 cents on the average. This rose to 47.7 cents an hour during the second four weeks, 52.7 cents for the next four, 55.5 cents for the fourth period, and 52.4 cents hourly for the sixth.

Averages were taken from factory records of 37 workers with the lowest earnings set at 16.8 cents an hour and the highest at 59.8 cents for the first four weeks of work. The survey, covering such jobs as backer, shoe packer, buckle sewer, edge inker, size marker, etc., was regarded as one of the most important phases of NSMA testimony.

Association lawyers were striving to establish their point that many shoe manufacturers, now forced to pay 75 cents per hour to workers earning only 40-60 cents hourly during their learner periods, were suffering severe financial hardship.

NSMA attorneys claimed that the facts and records of the shoe industry show that fairly long periods are needed to train learners in many jobs. On the other side, USWA

lawyers called on witnesses who asserted that some of the jobs in question could be mastered in anywhere from one day to three weeks.

Citing the job of shoe packer as an example, Association counsel claimed that a learner could average for the first four weeks only 57.6 cents hourly, followed by 68.9 cents during the second month. Not until almost six months of experience was the average shoe packer "worth" 77.6 cents an hour on piece work, although take home pay was higher because of minimum pay contracts.

The union claimed that the job was a simple one that could be learned in a comparatively brief time.

### Actual Costs

Called to the stand, Frank L. Fernbach, USWA witness, testified that payment of the 75 cent minimum would raise the production cost of shoes only one-third cent per pair. He added that labor costs would not rise above one-half cent per pair "even if the margin of error in my mathematics was 1000 percent off."

Fernbach cited figures given by the Bureau of Labor Statistics to support his statement. Of 55,000 men's shoe workers employed in Oct., 1948, 2592 were learners and only 1500 of these earned below the 75-cent hourly rate. Fernbach said the average rate of the latter was 65 cents per hour.

On this basis, he pointed out, direct labor costs would total \$312,000 annually over a six month learning period, twice yearly. Dividing this cost into the 127 million pairs of men's shoes produced in 1947, added cost per pair was \$.0024.

Fernbach also listed figures to show that average hourly earnings of shoe workers are far behind increases recorded in other manufacturing industries. From 1941-1949, average hourly earnings rose 107 percent in the boot and shoe industry while other industries showed gains ranging from 188 to 196 percent.

Outside of the hearing, union strategy was clarifying. USWA has instructed its territorial representatives on methods of protesting various learner certificates issued to individual manufacturers. According to the USWA directive, "it is not likely that the manufacturer will know anything about the protest or about the investigation."

Regional Wage and Hour Division offices were expected to enlist the aid of local Unemployment Offices in learning actual conditions with respect to the availability of unemployed skilled workers.

## Army Asks Leather Bids

The New York Quartermaster Purchasing Office has issued QM-30-280-50-549 calling for bids on the following leathers:

Item 1: covering 1800 skins of medium weight, natural russet calfskin leather, 2-2½ oz., stock number 12-480-150.

Item 2: 1200 sides of russet case leather, 3-3½ oz., stock number 12-480-200.

Item 3: 800 sides of russet case leather, 5-6 oz., stock number 12-480-210.

Item 4: 300 fronts of heavyweight cream horsehide leather, 4½-5 oz., stock number 12-480-250.

Item 5: 125 fronts of medium cream horsehide leather, 3½-4 oz., stock number 12-480-290.

Bids will be opened at 1:00 p.m., March 29, at the New York QM office, with delivery to be completed June, 1950, or earlier. The requisition is for the Army Medical Corps.

## NSMA To Stage Convention For Technical Personnel

Plans for a national convention of technical and industrial relations personnel in the shoe field this Spring have been announced by the National Shoe Manufacturers Assn. The meeting has been scheduled tentatively for May 11-12, probably in Cleveland or Cincinnati.

Purpose of the convention will be to permit an exchange of information of technical shoe manufacturing problems as well as on subjects relating to personnel handling, the setting of piece rates, union negotiations and other problems.

## TC Estimates Feb. Shoe Output At 37 Million Pairs.

U. S. shoe output in Feb., 1950, will total approximately 37 million pairs or about on a par with the 37,089,000 pairs produced in the same month a year ago, the Tanners Council estimates.

With Jan. output estimated at approximately 36 million pairs, or 2½ percent less than the 36,921 pairs turned out in Jan., 1949, production for the first two months of 1950 is estimated at 73,000,000 pairs or 1.4 percent less than the 74,010,000 pairs produced in Jan.-Feb., 1949, and 9.9 percent less than the 81,021,000 pairs made in the same period of 1948.

Largest gain in output during Jan. was made in infants' and babies' shoes which rose 7.7 percent over Jan., 1949. Misses' and children's shoes also showed gains of 3.5 per-

cent and all others (slippers and miscellaneous) were up 4.4 percent.

Men's output fell 8.9 percent, women's four percent and youths' and boys' 0.7 percent. Following figures were prepared by the Council:

	Est. Jan. '50	Jan. 1949	% chge.
Men's shoes	7,900	8,676	-8.9
Youths' and boys'	1,180	1,188	-0.7
Women's shoes	15,820	16,485	-4.0
Misses' and children's	5,000	4,829	+3.5
Infants' and babies'	3,400	3,157	+7.7
All other (slippers etc.)	2,700	2,586	+4.4
Totals	36,000	36,921	-2.5

## Charge Shoe Repair Trust

Charges of setting up a shoe repair in violation of the Sherman and Clayton Anti-Trust Acts and Robinson-Patman Act were filed last week in Chicago Federal Court against 25 companies manufacturing or retailing shoe repair materials. The civil action, seeking damages of \$1 million and an injunction, was filed on behalf of 85 independent shoe repairmen.

Among the defendants are fourteen leading manufacturers of rubber and leather shoe-repair materials and shoe polishes, three findings companies and eight department and chain stores, including Sears, Roebuck & Co., Montgomery, Ward & Co., and others.

Plaintiffs allege that they were discriminated against by the defendants who conspired to fix prices and stifle competition through discounts or rebates to retail outlets. Various department stores having shoe-repair sections received discriminatory price rebates and defendants maintained a discriminatory price schedule, the complaint states.

Defendants named were: Leather Goods Manufacturers — Armour Leather Co., Inc.; Howes Leather Co., Inc., Boston; U. S. Leather Co., New York; Cover & Co., Philadelphia; Lees-McVitty Co., Philadelphia.

Rubber Goods Manufacturers — U. S. Rubber Co., Inc., New York City; Cat's Paw Rubber Co., Inc., Baltimore; Panther-Panco Rubber Co., Inc.; Chelsea, Mass.; Bilrite Rubber Co., Chelsea, Mass.; Holtite Mfg. Co., Inc., Baltimore; Essex Rubber Co., Inc., Trenton, N. J.

Shoe Polish Manufacturers: Griffin Mfg. Co., Brooklyn; Knomark Mfg. Co., Brooklyn; Cavalier Polish Co., Baltimore.

## NHA To Honor Founders

Nine of the original founders of the National Hide Assn. will be honored with the presentation of plaques at the Sixth Annual Meeting of the Association to be held May 22 at Easton Hotel Statler. The awards



## Promoted

... to the Sales Dept. of Colonial Tanning Co.'s Split Division in Boston is Herbert Rote, hide buyer for the firm during the past two years. Rote has been in the tanning business for 10 years and joined Colonial four and a half years ago. He will be associated with George Silva.

will be made by Charles J. Wenzel, NHA president, at a banquet that evening.

Those receiving recognition as founders are: Leslie Lyon, M. Lyon & Co., Kansas City, Mo.; Jack Weiller of Jack Weiller & Co., Chicago; E. W. Hickman of Hickman & Clark, Fort Wayne, Ind.; Abe Drasin of the Wolverine Hide Co., Grand Rapids, Mich.; Emil Feld of Ben Feld & Sons, Milwaukee; Sol Marx of Marx Hide & Tallow Co., Louisville, Ky.; A. B. Reed of Reed Hide & Wool Co., Joplin, Mo.; Joe Adler of Sig Adler & Co., Chicago; and Louis Weiller of Jack Weiller & Co.

## MacDonald Elected E. F. Houghton Prexy

William F. MacDonald has been elected president of E. F. Houghton & Co., Philadelphia manufacturer of industrial oils, leathers and chemicals. He succeeds Major Aaron E. Carpenter, who voluntarily relinquished the presidency and was elected chairman of the board.

MacDonald, who is 46, graduated from Wharton School, University of Pennsylvania, in 1927 and joined E. F. Houghton in that year as a cost clerk. He has since served as industrial engineer, credit manager, treasurer (1942), and assistant to the president (1946). He will temporarily continue to hold his present office as treasurer.

James T. Eaton, manager of research since 1946 and a member of the company since 1937, was elected a director. Other directors reelected by stockholders at the annual meeting were: G. W. Pressell, vice president; Dr. R. H. Patch, vice president



### Elected Reed Prexy

... Guy E. Manley, who was elected president of E. P. Reed & Co., Inc., Rochester, N. Y., manufacturer of Matrix and Collegbred women's fine dress and spectator shoes, at a recent directors' meeting. He succeeds Lester H. Reed, who becomes chairman of the board. Well-known in the shoe manufacturing trade and a director of NSMA, Manley joined the firm in 1906 and progressed through various positions to vice president and director in 1925. In 1937, he became executive vice president. During the past war, he served as president of NSMA for three years and was an honorary member of the Canadian Footwear Commission. Two other Reed officials, W. Harvey Holmes and James D. Alexander, were made vice president and secretary and vice president, respectively. Combined experience of Manley, Reed, Holmes and Alexander in the shoe field totals 104 years.

in charge of operations; D. J. Richards, vice president in charge of sales; E. A. Carpenter, secretary; C. H. Butler; H. B. Fox; and L. D. Holland.

### Canada To Stress Seasonality In Men's Shoes

Canadian tanners, manufacturers and retailers of men's shoes, and shoe salesmen have joined forces in a campaign to stimulate new consumer interest in seasonal footwear, the Canadian Shoe Information Bureau reports. First promotion to be

launched will stress summer footwear for men.

The program extending from mid-April through June will feature the theme "Take The Blankets Off Your Feet." A committee has been appointed to direct the promotion which will include national advertising in all media and retailer tie-ins. The project was suggested to manufacturers and retailers by Tom Turner, editor of *Shoe and Leather Journal* at the annual convention of the Canadian Shoe Retailers Assn. held Feb. in Montreal.

### Canadian Shoe Output Up 12% For 1949

Production of leather footwear in Canada during 1949 was 12 percent greater than in 1948 and slightly above the 1947 total but still fell considerably short of the record 1946 output, according to an announcement by the Canadian Govt.

Total number of pairs made in 1949 reached 36,256,400 pairs as compared with 32,406,700 in 1948. 35,574,000 in 1947 and 43,255,000 in 1946. However, 1949 output was 46 percent greater than that of 1939 when total production amounted to 24,805,300 pairs. Dec. output amounted to 2,511,800 pairs as against 3,075,600 in Nov., 1949 and 2,783,900 in Dec., 1948.

### Shoe Mfrs. Fall Opening Set For 26th Showing

More than three quarters of the space available at the Shoe Manufacturers' Fall Opening has already been sold, according to Eugene A. Richardson, managing director. The show will occupy 10 floors of the Hotel New Yorker, New York City, from April 16-20.

First showing of hundreds of new lines will feature all the latest 1950 style innovations on display at the 26th anniversary of the event. Tim-

ing of the Show, just after Easter and Passover, is expected to attract leading buyers from chain stores, department stores and wholesalers.

### Name Fall Glove Colors

Thirteen colors for leather and fabric gloves for Fall and Winter 1950 have been announced by the Glove Color Committee of the Textile Color Card Assn. The 1950 Fall Glove Card, to be issued later, will portray these colors.

Included in this year's selections are Pink Frost, Shadowwhite, and Teak Brown from the 1950 Fall Woolen Collection; Admiral Blue and Playred from women's smooth leathers for shoes; Maple Brown (Balenciaga), Claret Red, Slate Grey and Cinnabar from women's suede colors; and Dancing Pink, Rico Green, Country Beige and Continental Green. Chamois, black and white are also included.

### Leather Worker Totals Up

The number of production workers in the leather and leather products manufacturing industry showed a sharp increase for Jan. over Dec., the Labor Dept. reports. Total production workers in Jan. amounted to 348,000 as compared with 332,000 in Nov., 1949, and 344,000 in Dec., 1949. Jan., 1949 totals were 354,000.

Total workers employed for the three month period were 389,000 in Jan., 1950. 385,000 in Dec., 1949. 373,000 in Nov., and 396,000 in Jan., 1949. Although total workers in all manufacturing fields declined some 61 percent from Dec. to Jan., leather and leather products showed a gain of some four percent.

The National Cotton Council of America estimates that annual consumption of cotton products in footwear is 118,860 bales. Leather shoes consume 104,650 bales, rubber footwear 14,210 bales. (A bale is 478 pounds net weight.)

## Production and Shipments, By States: Jan.-Nov., 1949 and 1948

(All quantities expressed in thousands of pairs; value of shipments in thousands of dollars)

State	Production, shipments, and value of shipments January-November 1949			January-November 1948		
	Production	Shipments	Value of shipments	Production	Shipments	Value of shipments
UNITED STATES, TOTAL	421,373	422,748	\$1,479,594	426,812	428,469	\$1,610,587
Illinois	25,492	25,714	119,244	28,330	28,141	132,786
Maine	24,850	25,335	81,188	22,796	23,037	79,111
Massachusetts	74,570	74,808	262,809	74,562	74,710	277,714
Missouri	49,340	49,396	207,928	56,408	56,384	243,735
New Hampshire	34,724	34,760	117,277	33,267	33,378	119,462
New York	76,245	76,789	222,455	80,042	80,626	262,131
Ohio	16,051	16,034	72,434	16,222	16,301	79,842
Pennsylvania	41,244	40,994	104,619	36,690	36,949	103,135
Wisconsin	15,401	15,254	80,110	16,124	16,022	87,065
Other States	63,456	63,662	211,530	62,371	62,921	225,606

### Gray New Chairman; Rand Prexy International Shoe

Edgar E. Rand was elected president of International Shoe Co., world's largest shoe manufacturer, following the company's annual meeting held in St. Louis this week. He succeeds Byron A. Gray, who was named chairman of the board to occupy the position held by the late Frank C. Rand. The latter had been chairman of the board for 20 years at the time of his death last Dec. 2.

The new president is 44 years old. He has been associated with International since 1927, has been a director since 1939 and vice president since 1947. The eldest son of Frank C. Rand, he joined International after graduating from Vanderbilt University, worked for two years in several plants, and served in the upper leather buying department until 1941. As vice president, he was in charge of manufacturing, merchandising and distribution of men's and boys' footwear.

During the war, Rand served with the OPA in Washington and was special assistant to W. Stuart Symington of the War Assets Administration during 1945-46.

Gray, 61 years old, has been with the company for 41 years, starting

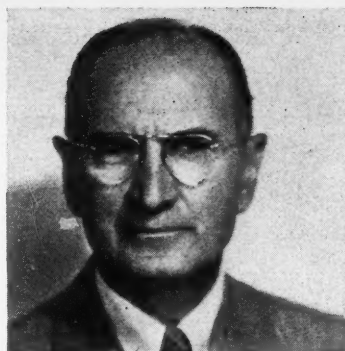
as a clerk in 1909. He was named a director in 1925, elected secretary in 1928, and vice president in 1935. He is a director of the National Shoe Manufacturers Assn.

Richard O. Rumer, attorney, with International since 1929, was elected a director and appointed general counsel, succeeding Robert E. Blake. Blake and Fred Hume retired as directors under the company's retirement plan. All other officers and directors were re-elected.

### CIO To Charter New Fulton County Union

The Congress of Industrial Organizations was scheduled to present a new charter this week to a newly-formed organization of Fulton County, N. Y., leather workers, claiming to represent almost 600 workers.

Formation of the new union is another step in CIO policy to expel Communist-controlled unions, including International Fur and Leather Workers Union. The latter, headed by Ben Gold, an avowed Communist, has continued to support the Independent Leather Workers Union, formerly IFLWU local 202, in its prolonged dispute with the Tanners' Assn. of Fulton County.

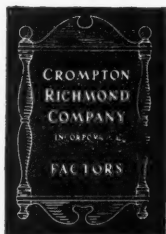


**Charles L. Wagner**

... who has resigned as vice president of Booth & Co., Inc., and export sales director of Surpass Leather Co., Philadelphia kid tanner, in order to help his sons enter the leather business. Wagner will soon leave for Europe where he will handle the lines of J. Greenebaum Tanning Co., Texon, Inc., innersoles, and other lines. European and American headquarters will be announced shortly.

The latest CIO move, approved by president Philip Murray, came as Fulton County's eight-month-old strike-lockout appeared broken. Some 17 Association tanneries resumed production on Jan. 25 without a labor

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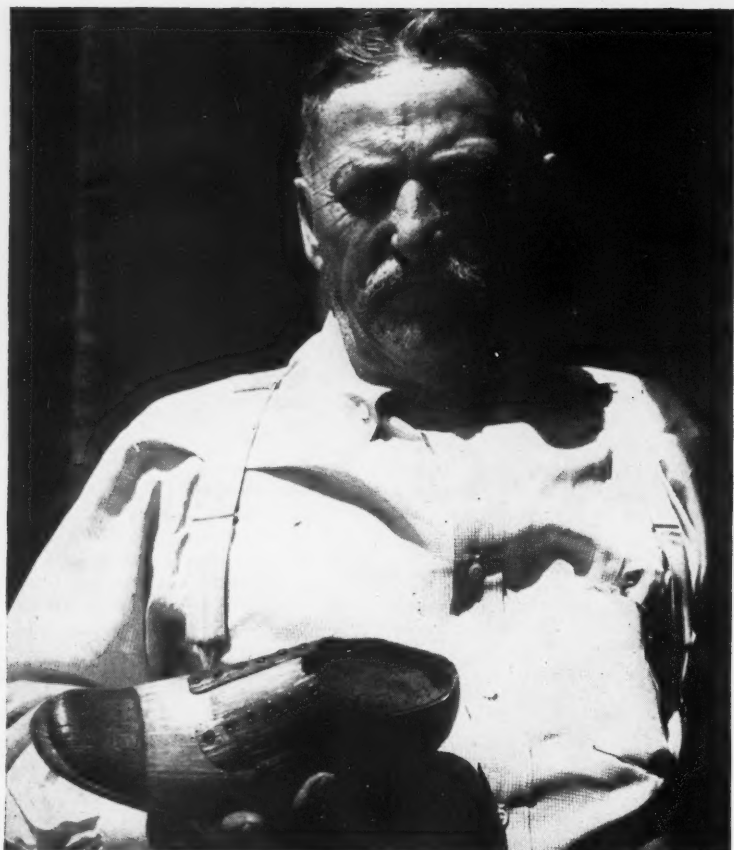
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### Talent With Toothpicks

... the oxford held by Emil Mottert, Hoyleton, Ill., shoemaker isn't supposed to set a new style for men's summer footwear—but it is unusual. Shoemaker Mottert made the oxford in a year's time solely and completely from toothpicks. The toothpicks were glued together, one by one, and then steamed to get the desired shape. Mottert has also made a full size violin of toothpicks, a saxophone from cornstalks, and a bull fiddle from a bull's hide, which he tanned himself.

contract and now have nearly 500 employees at work. The plants formerly employed 850 workers.

Employees of Bradt Tanning Co., Inc., Gloversville, which is not an Association member, recently voted 21-5 to sever relations with the Independent Leather Workers Union. Two days later, they reversed their stand after a plea by Clarence Carr, union president. CIO sources reported, however, that the majority of workers had signed cards with the new CIO union.

### Mass. Mfrs. Face Shutdown As Coal Shortage Grows

The nation's prolonged coal strike is threatening to take its toll of shoe and leather manufacturers operating in the Massachusetts area. This week, some 75 manufacturers, dependent almost entirely upon coal for fuel, were informed that their

fuel supplies would be cut off completely if the strike continues another two weeks.

Fully a third of the shoe manufacturers and tanners in the Peabody, Salem and Lynn area reported plans to shut down within the next week if the coal shortage was not eased. Trade officials estimated that upwards of 5000 workers would be laid off by the enforced closings. Manufacturers engaged in other industries throughout the country have already informed their employees that shut-downs are imminent.

At week's end, one large tanner had found a way to beat the shortage. In Peabody, the city's largest leather plant, A. C. Lawrence Leather Co., was receiving power from Peabody's new \$1,500,000 oil-powered power plant and staggering its coal supplies. Lawrence has three factories employing 2000 workers in the city.

### Fire Guts Joyce Plant

Fire, which broke out early Friday night, Feb. 24, completely destroyed the main plant of Joyce, Inc., Pasadena, Cal., women's shoe manufacturer. Damages, estimated at \$1 million, included about 75 percent of a heavy inventory of raw materials and finished shoes.

The plant, employing some 400 workers, had been operating at peak production for summer orders. Officials reported it turned out about 20 percent of Joyce output but that orders would be handled by other company units. President William H. Joyce, on vacation in Honolulu at the time of the fire, has returned to Pasadena to supervise reorganization of company facilities.

Joyce reported the company will erect a new plant within the next six to nine months, possibly in Pasadena. Production at other Joyce plants in Ohio and contract factories will be increased to take care of orders. Meantime, about 200 workers at the razed Pasadena plant were temporarily out of work, although given a week's bonus by Joyce.

### Treated Shoes Reduce Athlete's Foot Reinfection

Ordinary shoe lining materials can now be treated to cut down the wearer's chances of reinfection from athlete's foot fungi, according to the Dow Chemical Co. of Midland, Mich.

In the future, shoe manufacturers may spray or dip shoe linings, canvas and cloth shoes with a solution of 3-phenylsalicylate, a Dow chemical which reduces the spore count of athlete's foot fungi below the reinfection point. Tests on 200 subjects show the chemical, which is permanent and odorless, has no irritating or sensitizing effects on human skin.

Untreated canvas inoculated with one milliliter of a spore suspension showed a spore count of 260,000 after 15 minutes while canvas treated with 2.6 percent copper 3-phenylsalicylate reduced the spore count to less than 100. The chemical also eliminates mildew from the inside of shoes.

### Boston Boot & Shoe Club To Meet March 15

The Boston Boot and Shoe Club will hold its 346th dinner-meeting on Wednesday evening, March 15, at the Hotel Statler, Boston. Featured speaker for the event will be Roy G. Howells, inspiration humorist, who will talk on "Get On The Beam." Joseph S. Lanigan, club president and New England sales director for J. Greenebaum Tanning Co., will be chairman of the evening.



## Shoes that say "No!" to oil and wear

**Y**OU'RE looking at shoes with soles and heels that have exceptional qualities...qualities that Hycar OR rubber make possible.

They're great favorites with operators in garages, machine shops, and in other locations where oil, grease and hard, steady wear are "shoe problems".

For one thing, these Hycar OR rubber soles and heels are extremely oil-resistant. That's important, because rubber that absorbs oil swells and becomes slick, may cause slipping—makes walking and working unsafe.

Another important point: Because Hycar has outstanding resistance to abrasion, these soles and heels stand up better and wear longer.

These soles and heels are typical examples of the many applications for Hycar. For Hycar is used where resistance to heat,

cold, weather, wear and abrasion is necessary—often vital. Hycar is light in weight, oil and gas resistant. Besides being a base material, it may be used as a plasticizer for polyvinyl resins... as a modifier for phenolic resins... as an adhesive base... as a latex for coating and impregnating.

Find out how Hycar may help answer your problems or develop new products. Complete information and technical advice upon request. Please write Dept. HI-2, B. F. Goodrich Chemical Company, Rose Bldg., Cleveland 15, O.

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## TC Schedules Lectures For Shoe Selling Course

Outstanding personalities in the leather industry will deliver a series of lectures on various phases of the tanning industry at the Spring session in Shoe Selling and Merchandising offered by the City College Midtown Business Center in New York. Speakers will be supplied by the Tanners' Council to provide students of the course with latest developments in the industry.

The Council will also provide materials to be used in the classroom,

such as motion pictures, raw skins and hides, tanned skins, and various types and grades of upper and sole leathers, according to Irving R. Glass, executive vice president of the Tanners' Council.

The 120-hour course, supervised by Seymour Helfant, is given in cooperation with the Tanners' Council, the National Shoe Manufacturers Assn., and the Shoe Retailers League. It is designed to provide trainees with a sound knowledge of shoe materials and construction, shoe fitting techniques, shoe salesmanship and merchandising techniques.

## Jan. Chain Sales Off 8.7%

Sales of the five large shoe chains during Jan., 1950 totaled \$13 million, an average decline of 8.7 percent from Jan., 1948. This contrasts with a gain of 10.5 percent in Jan., 1949 over Jan., 1948, thus placing Jan., 1950 business in line with that of Jan. 1947-48.

Largest decline was reported by Edison Bros. Stores of St. Louis which

listed sales as 10.7 percent below last Jan. G. R. Kinney Co. was next with a loss of 10.5 percent. Shoe Corp. of America, Columbus, O., reported the smallest loss, a drop of 4.1 percent from last year.

During 1949, chains and mail order houses accounted for 52.1 percent of total retail shoe sales covered in the Dept. of Commerce's Retail Trade Series, as compared with 51.4 percent in 1948.

	Stores	% Change in Stores	Jan. '50 (mil. dol.)	% Change Jan.-Jan.
Edison Bros.	213	+5.4%	4.0	-10.7%
G. R. Kinney	302	-1.0%	1.5	-10.5%
Melville	562	+2.2%	3.5	-9.0%
A. S. Beck	125	+2.5%	2.2	-7.0%
Shoe Corp. of America	332	+1.5%	1.8	-4.1%
			13.0	-8.7%

## 1949 Pairage Consumption Equal To 1948—NSMA

Pairage consumption of shoes on an over-all basis during 1949 was at least as favorable as in 1948, according to the National Shoe Manufacturers Assn. The Association bases its findings on a study of shoe prices included in the Bureau of Labor Statistics' cost-of-living index for Dec., 1948 and Sept. and Dec., 1949.

A decline of 6.2 points in the combined index numbers from Dec., 1948 to Dec., 1949 represents a decline of approximately three percent, NSMA points out. This compares with a drop of 3.8 percent in Dept. of Commerce retail sales figures for 1949.

Although adequate information on inventories is not yet available, NSMA adds that a fall of 8.4 percent in the average value of shoes shipped by shoe manufacturers during the year suggests there was a decrease in the inventories of higher-priced shoes, notably men's dress shoes, and an increase in the number of pairs of lower-priced shoes and slippers. If the same percentage of men's dress and work shoes had been manufactured in Dec., 1949 and Dec., 1948, production of these types would have been 521,000 pairs greater while slipper output had fallen to 482,000 pairs.

# FEATHERS

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# LABOR NEWS

## Vulcan Signs New Contract

Vulcan Corp., Portsmouth, O., manufacturer of wood heels and lasts, has reached an agreement with United Shoe Workers of America, CIO, on a new contract calling for an additional paid holiday, making the total six, and a new vacation clause. July 4th was added to the holiday list.

The vacation clause, chief bone of contention during negotiations, was settled "very satisfactorily to both parties," company officials reported. Under its provisions, employees with more than one year and less than five years of service will receive one week's paid vacation while those with more than five years' service will get two weeks. Any employee laid off due to lack of work or illness will receive his vacation if he works a total of 1050 hours annually. Holidays paid for but not worked shall count in time worked.

Wage structures were unchanged with minimum wage after four months set at 78 cents hourly. The company normally employs between 200-250 workers at its Portsmouth plant.

## N. Y. Contract to be Signed

New contracts between the National Assn. of Slipper and Playshoe Manufacturers, N. Y., and Joint Council No. 13, United Shoe Workers of America, CIO, will be signed within the next few days following a basic agreement involving some 6,000 workers employed by 50 slipper and playshoe manufacturers in the New York area. The workers returned to work last week after an eight-day strike.

The new agreements specify that manufacturers cannot transfer production of certain styles to plants outside New York but are free to produce additional pairage elsewhere. Learners' minimum rates are boosted to a scale of 80-90 cents over a period of one year. Other benefits were also listed. (L & S, Feb. 25.)

## No Contract, No Work

Officials of the Webster, (Mass.), Shoe Workers Independent Union unanimously voted "no contract, no work," in negotiations with Webster Shoe Co., Webster. Both union and company officials were scheduled to meet with the Massachusetts Board of Conciliation and Arbitration in

an attempt to reach agreement. Negotiations have been in progress since Nov. of last year.

## USWA Sues Gold Seal Corp

United Shoe Workers of America, CIO, has filed civil action in U. S. District Court, Boston, against Gold Seal Shoe Corp., former Boston shoe manufacturing arm of A. S. Beck Shoe Corp. The union is asking \$15,000 in holiday pay for former firm employees.

Complaint alleges that the company did not pay workers for Thanksgiving and Christmas holidays in 1949 despite an agreement which specified payment for these holidays. The union claims that failure to make payments is in violation of the Taft-Hartley Law.

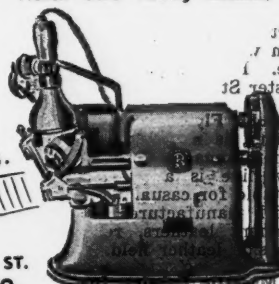
## California

● Cobblers, Inc., Los Angeles, has announced the start of their "Merry-go-rounds" campaign as a follow up to the "Straw Blonde" promotion that resulted in the sale of 65,000 pairs before any consumer advertising appeared. "Merry-go-rounds" will feature an entirely new scalloped trim in casuals and will be promoted through various media.



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THE FIRST QUALITY LEATHERS

# SPOT News

## Massachusetts

● Kenneth Marriner, president of Winslow Bros. and Smith Co., Norwood, has announced that John C. Dowd, Inc., Boston, has been retained as advertising counsel.

● The New England Shoe and Leather Assn., Boston, has issued a new series of special bulletins devoted to the application of marketing principles to the shoe industry. The bulletins stress various phases of marketing research to be done by shoe manufacturers as an aid to sales development.

● C & S Shoe Mfg. Co., Inc., Framingham, is not moving to Marlboro as first announced. Frank G. Sullivan, president, has disclosed that the firm expects to tie up with another organization. Equipment and materials including a supply of work shoes and policemen's shoes were sold at public auction on Feb. 28.

● Spillane Shoe, Inc., has been organized in Brockton, to manufacture shoes. John J. Spillane is president and treasurer, Margaret J. Spillane is clerk, and Mary E. Spillane and Anne E. Sullivan are directors.

● Split Sales, Inc., has been formed in Peabody to act as manufacturers' representative handling splits. Herbert Peters is sales manager of the firm which is planning a Boston office. Present address is at 70-80 Foster St., Peabody.

● John Flynn & Sons, Inc., Salem tanner, is now offering a new side upper tannage named Gluvshu. The new line is a glove type leather suitable for casual footwear. Flynn, which manufactures shoe lining and garment leathers, recently entered the side leather field.

● Majestic Fabrics, Inc., Boston, is exclusive agent for Security Mills, Inc., Newton manufacturer of knitted shearlings for slippers, boots and shoes. Trade name is "Nushear."

● Lin-Rud Die Co., Haverhill, has announced installation of machinery to manufacture clicker and handle dies. Owners and operators are Lincoln Robinson and sons, Lincoln, Jr., Russell, and Donald.

## Maine

● Truitt Bros., Inc., Rochester, N. Y., manufacturer of men's, women's and children's shoes, will open a factory in Belfast on May 1. The firm will employ 150-250 workers.

## New York

● Members of the Superintendents' and Foremen's Assn. of New York have voted unanimously to donate \$50 to the Catholic Charities of New York and another \$50 to the United Jewish Appeal. Chairman Lawrence Engel reports that Father Philip E. Dobson, S.J., director of St. Peter's College Institute of Industrial Relations will address the March 24 meeting and will discuss a topic of interest to foremen and superintendents.

● Voss Belting and Specialty Co. of Chicago has opened a New York sales and service office at 118 East 28th St.

● Airlift Allfoam Accessories, Inc., has been organized to manufacture slippers in New York City. Principals are Philip Elliman and Aaron Klein.

● Coronation Ladies' Footwear Corp., has taken over the plant of Meth Shoe Corp., recently dissolved New York City casuals manufacturer. The new firm, which will make California process casuals to retail at \$3-\$4, is operated by Joseph Latimer. Sidney Meth is sales director.

● Athena Footwear Corp. has been formed to manufacture footwear in Long Island City. Eugene and Diane Ekonomon are partners.

● Gerda Footwear Co., Inc., New York City footwear wholesaler, suffered considerable damage due to fire last week. The loss is fully covered by insurance, it is reported.

● Glasser-Boudin Shoe Co., New York City, has changed its name to Glasser Shoe Co. The firm, owned by Charles and Shelton Glasser, father and son, is a wholesale outfit specializing in children's shoes, slippers, rubber and canvas footwear.

● Knomark Manufacturing Co., New York manufacturer of Esquire Boot Polish, has announced an expanded advertising campaign to include a weekly half-hour television show called "Blind Date" and starring Arlene Francis.

## Washington, D. C.

● Excise tax collections on luggage during Jan. reached a total of \$8,243,239, a decline of \$271,084 from collections in the same month of 1949. The Internal Revenue Bureau reports collections for the first seven months of the current fiscal year amounted to \$43,169,056, a drop of \$3,925,662 from the corresponding period last year.



## Promoted

... to position of general manager of the Stuart and Potter branch, Brooklyn, of United Last Co., Boston. Herbin first became associated with the company at the former T. W. Gardiner branch in Lynn, Mass. After a spell in the model room, he sold Gardiner lasts in the New England territory before shifting to the Boston style studio of United Last. He was later transferred to the Stuart and Potter branch in a sales capacity.

## Texas

● American businessmen must stop selling each other free enterprise and devote themselves to a revolt against old reactionary ideas, according to C. C. Welhausen, immediate past president of the Texas Manufacturers Assn. Welhausen, who is also president of TexTan of Yoakum, urged businessmen to take a bigger share in government and to put more effort into maintaining good employee relations.

## California

● Holland-Racine Shoes, Inc., has leased space at 1616 S. Sante Fe Ave., Los Angeles, where it will set up its stock-sales warehouse. The warehouse will carry some 30,000 pairs of Western style shoes for immediate delivery, most of which retail at about \$8.95.

## Missouri

● International Shoe Co. will reopen its Hamilton plant, where it will make men's, women's and children's house slippers. The unit was closed recently when demand fell off for juveniles. Operations will begin about the middle of April with 300 workers, about the same number employed before. This is International's second plant now making house slippers.



# CHARMOOZ

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BLACK AND COLORS

### AMALGAMATED LEATHER CO'S. INC.

DELAWARE

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**USMC** announces SUPERFIL STAIN for heels and edges — a new edge finishing material in all popular shades with the finest fill and lustre ever available.

Made from a new formula and by a completely new method, SUPERFIL combines more plus advantages than other edge inks. It's easily applied by machine or hand. A high solid content leaves a well filled foundation for easy setting. Drying time is quick — coverage uniform and spread is economical. SUPERFIL provides a high style finish to all types of heels or edges.

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- Good mileage — easy application
- Excellent fill
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- May be used one-set or two-set over regular fillers (or over a primer as a two coat — one-set operation)
- Thoroughly tested

**UNITED SHOE MACHINERY CORPORATION**  
BOSTON, MASSACHUSETTS

## UNITED FINISHES

PRODUCTS  
OF

**B B CHEMICAL CO.**

FINISHES FOR UPPERS  
BOTTOMS • HEELS • EDGES

## FINANCE

### Ohio Leather Co.

Net income of Ohio Leather Co. for the fiscal year ended Oct. 31, 1949, totaled \$839,341 as compared with \$1,177,546 in the previous fiscal year. Operating profit amounted to \$1,370,889 against \$1,758,885 last year.

During 1949, the company paid \$1.43 a share in dividends on its \$5 par common and \$1.40 on old no par stock. In 1948, it paid \$4.80 on the old no par stock.

### Johnson, Stephens & Shinkle Shoe Co.

Johnson, Stephens & Shinkle Shoe Co., St. Louis, and subsidiaries report sales totaling \$7,917,271 for the fiscal year ended Nov. 30, 1949 as compared with \$10,118,693 for the same period in 1948. Net income after taxes was \$226,313, equal to \$1.04 per common share after preferred dividends. This compares to net income of \$320,457 equal to \$1.55 per share in 1948. Current assets were \$2,811,596 and current liabilities \$456,657. The company turned out a total of 1,029,712 pairs of shoes in 1949 against 1,298,946 the year before.

### H. C. Godman Co.

The H. C. Godman Co., Columbus and Logan, Ohio, shoe manufacturers, showed an increase in sales and profits for the year 1949 compared to 1948 in its annual report.

J. O. Moore, president of the firm, in his letter to stockholders, said that the company's financial position continues strong. The current ratio is 3.41 to last year's 4.22. Decline in the current ratio and increase in indebtedness is the result of expanding operations through the purchase of another manufacturing unit, a men's shoe factory.

Sales for the 52 weeks of 1949 were 0.8 percent more than for the 52 weeks of 1948. Profits from operations in 1948 were \$192,173, equivalent to 81 cents per common share after preferred dividends, compared with operating profit of \$187,002 in 1948, equivalent to 78 cents per common share after preferred dividends.

Earned surplus is \$803,883 after deducting dividends of 1.50 per share (six percent) on 25 par preferred stock and 45 cents per share on common stock paid during the year. This compares with earned surplus of \$753,451 at the end of 1948.

The firm finished the year with 97 retail stores, compared with 97 at the end of 1948. This division contributed substantially to the profits of the company and to the efficient operation of factories.

### American Hide and Leather Co.

American Hide and Leather Co., Boston, reports net sales of \$8,566,725 for the six months ended Dec. 31, 1949, as against \$8,370,022 for the corresponding period a year ago.

Gross profit on sales was \$951,737 against \$1,081,418 after costs on sales. Net profit after taxes and other charges was \$331,467 in the 1949 period as compared to \$431,624 in 1948. Earnings per share of common stock after preferred dividends were \$0.43 against \$0.59.

### Endicott-Johnson Corp.

Endicott-Johnson Corp., Endicott, N. Y., reports sales for the fiscal year ended Nov. 30, 1949, totaled \$131,677,018, a decline of 11.4 percent from the record \$148,650,282 sales posted a year ago. Consolidated net profit in 1949 amounted to \$2,297,825 equal to \$2.48 a common share after preferred dividends. This compared to profits of \$3,623,162 or \$4.11 a share in 1948.

Total assets were \$81,379,651, current assets \$59,289,859, and current liabilities \$21,914,946 in 1949 as against total assets in 1948 of \$82,591,770, current assets of \$65,256,638, and current liabilities of \$22,410,166.

Carl F. Johnson, Jr., president, said in his annual report that the decline in sales and earnings was due to "general business conditions in the industry." He added that the shoe industry has returned to the days of "very keen competition."

### Armstrong Cork Co.

Net earnings of Armstrong Cork Co., Lancaster, Pa., in 1949 totaled \$10,224,215 after taxes on total net sales of \$163,323,948. This brought net earnings to 6.3 cents on the sales dollar, according to H. W. Prentis, Jr., president, in his annual statement this week to stockholders. Net profits in 1948 were \$11,567,524 on a sales volume of \$173,088,849.

Earnings on common stock during 1949 from domestic companies only were \$6.57 per share against \$7.54 in 1948, after preferred dividends payments. Current assets on Dec. 31, 1949 were \$49,766,671 against \$47,646,510 a year ago with current liabilities \$12,936,645 against \$14,935,011, a ratio of 3.8 to one compared with 3.2 to one last year.

Prentis announced that he will retire as president of the company after 43 years of service. He said the company's post-war expansion program is virtually completed.

## LETTERS

Sirs:

I have been referred to you by the Tanners' Council of America. My late father owned and operated a very successful leather factory in Kingston, Jamaica, British West Indies, but due to his recent death, the present management is unable to run same satisfactorily. Would it be possible to secure the services of a competent tanner from America, or would an American buyer be interested in taking over this factory, either on a percentage basis or by outright purchase?

C. SHEPHERD  
610 West End Ave.  
New York, N. Y.

## PIERSONNEL

▲ **Larry Horan** of J & J Slater has been appointed chairman of the shoe and leather division of the Cardinal's special gift committee of the Laity, in connection with the New York Catholic Charities 1950 fund appeal. Vice chairmen are George Burns of Charles Cushman Co., D. J. Calderazzo, Eastern Footwear Corp., Vincent De Liso, Palter DeLiso, Inc., Jerry DeNicola, Mel-Tone Handbag, James F. Donovan, Plastic Products Corp., Thomas England, Adams Bros., Louis B. Keane, A. S. Beck Co., James V. McGlynn, Well-Worth Slipper Co., Thomas J. Nolan, Endicott-Johnson Corp., and William Rynne of B. Altman & Co.

▲ **Malcolm T. Evans**, director and assistant sales manager of L. B. Evans' Son Co., Wakefield, Mass., manufacturer of men's slippers, and sales representative in Florida, Georgia and the Carolinas for the past five years, has added Mississippi, Alabama and Tennessee to his territory. Evans has been with the firm since 1939 with time out for service in the army during the war.

▲ **Gabor Blum**, veteran fitting-room foreman has resigned his position with Turian of Philadelphia and joined S. Waterbury & Son, Inc., Brooklyn, it is reported. The firm manufactures children's high grade welts and cement processed shoes.

▲ **Harry R. Levy**, well-known New York sales representative, has added the products of Golden Leatherboard Co., Haverhill, Mass., makers of platform materials for the volume trade.

▲ Newly-elected directors of Armour & Co., Chicago packers, tanners, etc. are **Frederick R. Baird**, **Harry S. El-dred** and **William W. Prince**.

▲ **Isadore Stern**, brother of the late Max E. Stern, has joined Stern Shoe Co., Inc., Philadelphia shoe wholesaler, as an officer and general manager.

▲ **Milton Klein** has resigned as sales manager of W. B. Coon Co. after three years in the position. He will still cover metropolitan New York and Philadelphia as sales representative.

▲ **Frank Seeley** has been appointed exclusive stylist of men's and boys' lasts at Vulcan Corp. He will operate out of the St. Louis factory and serve factories located at Portsmouth, Brockton and Johnson City. He will visit men's shoe style centers and accompany salesmen in their calls upon the trade.

▲ **John C. Ambrose** has joined Matt Ambrose & Sons, Syracuse, N. Y. Ambrose, who recently joined the firm after attending Syracuse University, is covering New York, Pennsylvania and Ohio carrying a line of calfskins and lining used by shoe manufacturers. He will also assist

in the buying and selling of job lots of shoes, leather and shoe manufacturers' surplus stocks in which the firm specializes.

▲ **Al Del Pia** is no longer serving as designer and superintendent with Sherman Bros. Mfg. Co., South Norwalk, Conn., it is reported.

▲ **Christopher Pallazzolo** is now fitting-room foreman with Annabelle Footwear Corp., Bayonne, N. J. The company manufactures California process shoes.

▲ **William J. Mercer** has been named vice president in charge of sales and promotion at Bissell Leather Co., Salem, Mass. Mercer has been manager of the Bissell interests in Salem since Oct., 1946 and will continue in that capacity.

▲ **Robert J. Kleinman** has been elected to the board of directors of Midland Shoe Co., Inc., St. Louis footwear retailers. He succeeds Frank Barry.

▲ **Howard Connell** has been appointed New England representative for Selby Shoe Co.'s Arch Preserver shoes. He spent several years before the war with the Heel Hugger Division of Dunn & McCarthy, Auburn, N. Y., and more recently was New York and Pennsylvania representative for Johnson, Stephens & Shinkle.

▲ **Desco Shoe Corp.** has named the following as sales representatives: Jerry Camras for Iowa, Indiana, North and South Dakota and Minnesota; H. Fred Shain for North and South Carolina, Florida and Georgia; and Aaron B. Siegel for Missouri and Southern Illinois.

▲ **Al Dansk** has joined Francine Shoe Co., Norway, Me., as stylist and sales manager. The firm is opening a Boston office at 111 Lincoln St.

▲ **M. Bernard Browne**, president of Bernie Browne Shoe Co., has been named superintendent of the Rosebud, Mo. plant of Foot-Pleasure Shoe Co., St. Louis manufacturer of juvenile shoes. He replaces Alex Smith who styles the Twinkle-Toes line. Browne was formerly with Valley Shoe Corp. and set up Bernie Browne, which is now inactive.

▲ **Nat Cooperman** has been named Eastern sales representative for the Eastland Shoe Co., Inc., Freeport, Me. Cooperman was formerly with Gregory & Read, Co., Lynn.

▲ **Henry Abrams**, formerly with Mel-Preston Corp., is now Eastern sales representative for Turian of Philadelphia, Inc. He will have offices in the Marbridge Bldg., New York City.

▲ **Roy C. Smith**, personnel manager for the Jefferson City, Mo., plant of International Shoe Co., has been named to a similar capacity with the men's shoe plant in St. Charles. Smith has been with the firm since 1935.

▲ **Roger Drew** has resigned as advertising manager of Johansen Bros. Shoe Co., St. Louis women's shoe manufacturer.

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# Here Comes Elmo!

Here's a shoe business that went on wheels, caught the imagination of retailers, and opened a new road for shoe factory distribution and merchandising.

**A**BOUT a year ago, Sam Reyburn, Jr., a member of the Reyburn Shoe Co. of Owensville, Mo., sat down with other members of the firm and family and asked a simple question: Isn't there a more practical and efficient method of distributing shoes to retailers than the orthodox methods currently used by most shoe manufacturers?

How could the retailer be serviced faster, more "personally"? What particular gimmick of distribution could be used to get more new retail accounts, or to increase sales to current accounts?

Finally an answer was born: the Elmo Shoe Company, a "mobile" shoe distribution plan whose profitable results have, during the short period the company has been in operation, amazed the company officials. For what Sam Reyburn, Jr., has done is to take the very old idea of the itinerant merchant, streamline it, and make it pay off handsomely.

## Mobile In-Stock Dept.

The chief distribution plan behind the Elmo Shoe Co. is a mobile in-stock department, in the form of a large, attractive van that is constantly on the road covering a specified sales territory and "servicing" the retail-



**SAM REYBURN, JR.**

... head man at Elmo Shoe Co.

ers on that route once a month regularly.

Reyburn designed the interior of the van himself. The van's body is seven feet high, eight feet wide, 12 feet long. It has the enormous capacity of 3,300 pairs of shoes. The interior is well lighted, has a ventilation system for heating or cooling. The shelves are eighteen inches deep extending around all four sides in six rows. There is also a cabinet type desk, and a sample case to show at a glance the different styles being carried.

The floor is finished in asphalt tile.

A smoker and chairs are carried for the comfort of the customer—the retailer—who likes his comfort and quiet when he's buying. Gross weight of the entire outfit is 11,000 pounds, which gives economical operation for a 1½ ton, dual wheel chassis.

This unique van rolled out of the shop after six months of planning and designing. It was fitted with a fine amplifying system with microphone and phonograph attachment. The appearance of the van itself attracts a lot of attention in towns, thus serving to advertise the trademark. But it's the public address system that is used to advertise the "Elmo" customer (retailer) in that town. Of course the retailer is pleased; and moreover, it sells more Elmo shoes for both the retailer and Elmo Shoe Co.

## New Merchandising Approach

Sam Reyburn, Jr., had no problem about the manufacturing source for his shoes. The Reyburn Shoe Co., also located in Owensville, Mo., is operated by his father and brothers. That firm makes a complete line of children's shoes in popular price lines.

Last September, after Reyburn laid out his new merchandising plan, he sent out two mailing pieces about a week apart. Then he followed up with the van, making personal calls to the prospective accounts he had written. The whole route of calls was pre-planned.

But there was something that Reyburn hadn't figured, despite all the careful planning. He hadn't realized the great interest and curiosity that had been aroused in these prospects. They inspected the van and its complete in-stock department, asked all sorts of questions. Each call consumed much more time than he'd originally calculated. He had sent out mailing pieces to 500 prospects within a limited radius of Owens-



ville. But within his allotted time he was able to contact only 300 of them. Now, however, he is able to much more accurately calculate his calls. One van can handle about 180 stores on a route, or about eight stores per day.

But in the first two months he opened many new accounts. Says Reyburn, "This would have been impossible for me to do with merely a sample case. Since I know I am not that good as a salesman, I attribute it to the new approach."

The response that Reyburn received from his prospects was something remarkable. With the exception of only three cases, or one percent, the first 300 merchants he contacted showed interest and curiosity enough to come out and into the van to take a look. This was half the battle, a great advantage particularly on a first sale or contact. The retailers were awed and impressed by the set-up, by the extremely complete in-stock department which offered quick and thorough re-stocking of retail shelves as and when needed.

#### Cash Customers

For the moment overlooking the shoes and prices Reyburn had to offer, what were the features of his merchandising plan?

First, the customer does not have to stock for more than 30 days. This permits the retailer to retain a much more financially liquid position. It cuts down on his required storage space. It allows him to make frequent style selections in close and perfect timing with the season. The van is there every month regularly to service these accounts with refills on current stock or new styles for the season at hand.

States Reyburn, "This is probably one of the biggest factors contributing to the success of my system. In brief, assuring the merchant a constant supply of staple and seasonal shoes from month to month, without fear of under- or over-buying."

Wrapping and shipping containers are dispensed with since the shoes, in the individual cartons, are carried in and placed for immediate shelving. They are then checked against the order.

The invoice is paid in cash, and the transaction closed. If the truck runs out of certain sizes or numbers, a back-order is mailed in at once and promptly filled via parcel post from the stock shoes which accumulate between factory delivery and the time when the van must come in to be re-stocked. This "floating stock"

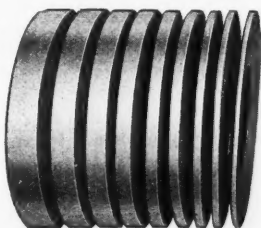
is always very small and with a little planning can be held to a minimum.

Cost savings—passed on to retailers—are obvious. No costs for shipping cartons, for wrapping, checking, mailing or freight. Because all transactions are in cash, clerical costs and paper work are virtually eliminated. Correspondence and stenographic costs are also at a minimum because of the frequent personal contact.

This frequent personal contact between retailer and shoe supplier is something relatively unique, and one of the major assets of this "system." The "factory" or complete stock room is brought right to the retailer's door once a month regularly. The retailer can view the entire line, give his order and get his stock at once. The personal contact of "factory" and buyer 12 times during the year fuses the relationship into something solid and permanent. In simple terms, the retailer likes the idea very much.

Because of the frequent purchases on short term—every 30 days—the retailer can retain a more liquid condition of stock and finances. Thus he is able to pay cash for each delivery. He too likes it that way. And the Elmo Shoe Co. itself is in a constantly

(Concluded on Page 26)



### Try this simple experiment . . .

Cut a length of any tape and stretch it . . . stretch it good! If it stretches and stays stretched, your shoes will do the same.

Notice how our ALLWEATHER Reinforcing Cloth Tapes give . . . and then return to their *original* length — with just the right elasticity required for lasting allowance. Only then will your shoes have strength with flexibility. So before buying tape, ask yourself whether it will really reinforce your shoes.

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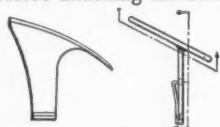
Kitchener, Ont.  
St. Louis, Mo.

Toms River, N. J.  
Los Angeles, Cal.

# New Developments

## Self-Detachable Heel

Here is a finished heel and the device for holding the heel onto the shoe bottom. The latter is built into the shoe after the attaching of the sole. Or it may be built into the shoe before attaching the sole. This



device provides a kind of vertical plate to which is added a kind of spring. The heel is tightly held to the shoe bottom, with the added advantage of easy removal merely by tilting the heel inwards from the bottom in order to get beyond the latch of the spring to permit the heel to slip away easily.

Another feature is the variety of top lifts possible, either of leather, rubber, or other materials. The different top lifts are attached to a bottom plate by using rivets or some special adhesive.

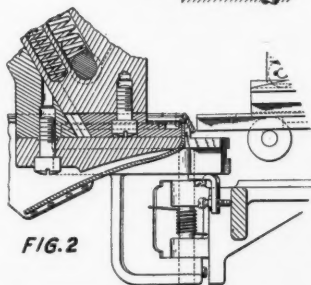
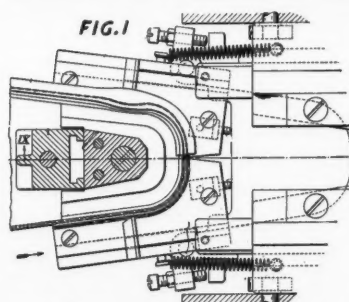
Source: Pat. No. 2,478,264; Forest George and Harry A. Dadisman, Wichita, Kan.

## Automatic Toe Molding Machine

In Figure 1, the top or plan view shows the wipers surrounding the unlasted upper, and conforming it to the inner mold. Figure 2, a profile view, reveals the mold and the abutting part of the machine that bears against the mold and at the same time slips up under the welt. Later, the action of the wipers flat-

tens out the welt as the shoe is shaped over the form or mold.

The mulled upper is placed in the machine, there suspended by a kind



of temporary form that holds the shoe in position but retracts when the mold comes into play, after which the outer molds or wipers shape the

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**Surpass Kid**

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## Artisan Controlled LEATHERS

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*Challenges the Competitive Market*

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**MANASSE-BLOCK**  
TANNING COMPANY

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shoe to the inner mold. Heat may play an important function here in the speedy shaping of the shoe.

Though all this applies to pre-welts, it is probably adaptable also in welt and McKay structure. At any rate, here is an unlasted shoe that is later lasted over a mold far more uniformly and quickly than ever done by ordinary lasting methods. The machine is so automatic that the mere placing of the work is sufficient.

Source: Pat. No. 2,480,926; E. A. Holmgren, Beverly, Mass.

### Leather Color Tester

A new color testing device known as the Industrial Rouy-Photometer is claimed to provide greater accuracy, faster handling of routine colorimetric analysis, and better process control in tanning.



The manufacturer states that the device provides the highest accuracy obtainable in colorimetric absorption analysis, gives concentration readings in which the inherent functional error is cut to within 0.1 percent.

There is a single control for all adjustments, and no special skill is needed to operate the device.

Source: E. Leitz, Inc., 304 Hudson Street, New York 13, N. Y.

### New Binding Tape

What the manufacturer has termed a "revolutionary development" in binding tape for footwear, consisting of all the features of bias binding tapes, but the new tape shows no weave pattern, is seamless and non-fraying. Its base consists of a non-woven fabric. This processed product, according to the manufacturer, contributes a previously unachieved, leather-like appearance and feel to insole and decorative shoe bindings.

Source: Ouimet Stay and Leather Co., 71 Centre Street, Brockton, Mass.

### Bonding Belting Leathers

This machine is designed chiefly for better cement bonding of belting leathers. There are several operations of cement strengthening: first, to heat the leather before cementing; second, applying cement and drying it; third, holding under pressure for several hours, setting time from six to 24 hours.

This has to do with the construction of heavy belting, especially that of a multi-ply make. After the belting ends have been skived and roughened, these are placed on a reel.

Next, the belting is passed along on a table, traveling at a pace that subjects the leather to infra-red heat for a period of one and a half minutes to avoid scorching or burning. More important is this treatment in drying up all the moisture in the interstices of the leather. In this dry and heated condition, there is little or no moisture on the leather caused by the solvenizing agent in the cement.

This method is claimed to increase the bond of the cement 200 percent.

Source: Pat. No. 2,484,937; I. Dickinson, Atlanta, Georgia.

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1. Has More Bond Strength
2. Retains Tack
3. Affords Greater Mileage
4. Viscosity is Controlled
5. Economical to Use

### Attachable Spur

This novelty spur is only bait to encourage youngsters to adorn their



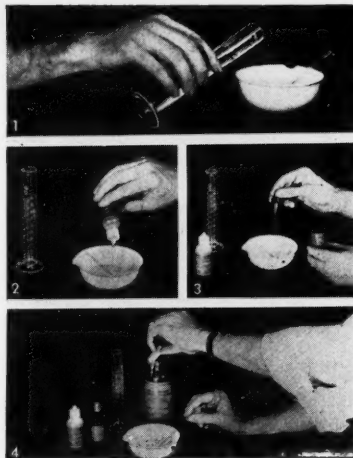
shoes with some kind of heel protection to prevent the undue wear given the rear counter of children's shoes. This heel protector is attached easily to the shoe by snap fasteners

on each side of the counter part of the shoe, as shown.

Source: Herbert Faybert, Chicago. Pat. No. 2,489,368.

### Water Softener

Water "hardness" may now be accurately measured by simple, easy methods requiring only about a minute. The method, important to tanning, is known as the Hagan Total Hardness Test, and is said to be greatly superior to the "soap shaking" method used over the past century. It involves a simple, direct titration with a distinct color change



Step-by-step procedure illustrated: (1) Measured sample is poured into porcelain dish. (2) Buffer solution is added, and the sample well mixed. (3) Indicator is added, and well stirred, turning the water red. (4) Titration turns the color from red to bluish at the endpoint.

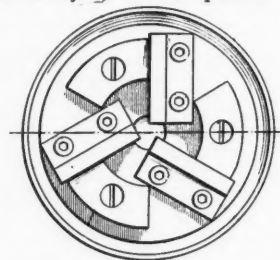
at the endpoint, eliminating the possibility of error from subjective judgment.

Source: Hall Laboratories, Inc., Pittsburgh, Pa.

### Dehairing Device

This device is designed for dehairing a fur or skin with a minimum of loss to the skin by tearing, scarring or otherwise.

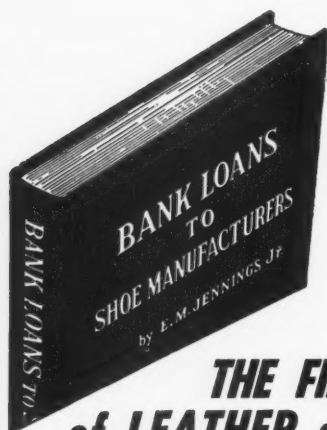
This device is constructed with dehairing knives, as shown, three of them, which are easily removed. These are mounted onto the plate at the end of the shaft that revolves in a kind of guard cage. This cage serves the dual purpose of protection against injury to the operator and



for affording a firm grip on the skin, holding it taut so that the revolving knives will not nick into a doubled up thickness and damage the skin. This cage also protects the eyes of the operator from any flying objects.

This is held over the skin in vertical position, moving over the skin pretty much after the fashion of a planing cutter.

Source: Pat. No. 2,483,348; F. L. Newby, Anderson, Ind.



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Assistant Vice President  
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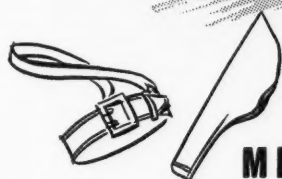
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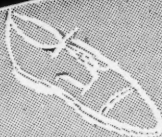
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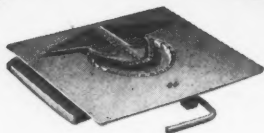
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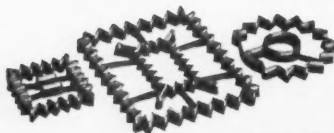
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FOR GLOVE · GARMENT AND  
SPORTING GOODS TRADE

**COW BELLIES  
COW SIDES  
HORSE FRONTS**

**LAW TANNING  
COMPANY**  
401 SO. 7th St. MILWAUKEE, WIS.

BUCKLES BY  
**ORMOND**  
Roller-Non Roller  
Steel or Brass Base  
Gracetal lines Smooth metal work  
Fine finishes Formed tongues

Gift Bronze  
Nickel • Gunmetal • Colors  
Representatives in all centers

Complete line **Ormond** Write for Samples  
MANUFACTURING COMPANY

243 Canal Street New York 13, N.Y.

Advertise Effectively  
and Economically through  
**LEATHER and SHOES**

First in Readership  
First in Editorial Performance  
First in Circulation  
First in Advertising

## Here Comes Elmo . . .

(Concluded from Page 21)

liquid position. Costs from account keeping are eliminated on both sides.

### Shoes And Prices

The mobile van always carries a full stock of children's staple high and low shoes, including infants' soft-soles and slippers. About a month before each season the van is well stocked with the particular shoes that will be in demand that season. This has proved a tremendous asset in winning new accounts.

Reyburn has converted these lower costs into price advantages, allowing him to offer good quality shoes at lower prices than usual. He carries as many as 40 different styles, all for children. At present sizes range from 0 to 12, ranging in price from 90c to \$2.20. Staple shoes are price-arranged so the retailer can sell them at \$2.98 and make an average mark-up of 35 percent.


Shortly, Reyburn expects to move into misses' and women's lines. At present he is encouraging mail orders from customers or prospects outside of his regular route. He covers these "outside" territories in his own car, with sample case, while the van is busy on the regular route.

The Elmo shoes are sold exclusively to only one retailer in each town. At present, Reyburn is operating within a 200-mile radius of Owensville. He eventually hopes to expand his territory to include the entire Mid-West, though this is not the ultimate goal.

Incidentally, "Elmo" is the middle name of Sam Reyburn, Jr. Trade-mark rights have been applied for.

Apparently, the Elmo "system" has caught the buying pulse of many retailers because of its novel features of appeal. Because the system operates from a stationary base of supply, the system itself is limited in its extensions. However, this is no deterrent to expansion, especially by establishing subsidiary bases of supply.

But perhaps the whole plan does go to show that a profitable idea need not be altogether original, but may project way back to streamline an old idea—in this case, the old itinerant merchant—and make it pay off handsomely.



# They're all Allergic ...to Vapor

**They just can't take it!**

Genuine reptiles are usually bark-tanned and are quickly and permanently discolored by steam.

Do not attempt to steam-soften thermoplastic box toes in reptile uppers. Get your Beckwith agent's recommendation in advance of cutting uppers.

Depending upon which practice your conditions best favor, he can either supply you with dry heaters or arrange for your temporary use of canned prepared solvent box toes which require no solvent wetting at pulling-over.

# Beckwith



**Counter Pasting Adhesives  
Timed to meet your  
production schedule!**

**C**ounter adhesives should hold temper through the side lasting operation and be thoroughly dry when lasts are pulled.

Typical of adhesives that meet specific needs are Hub Paste 842 (for those who prefer paste), Hub Adhesive 1125 (a blend of paste and latex) and Be Be Tex Cement 808 (latex type). 842 is designed to meet general requirements for Welt work, when lasts are *not pulled the same day*. 808 is recommended where lasts are *pulled the same day*.

There are at least ten other **USMC** adhesives and pastes to choose from to meet a wide range of

counter pasting requirements. Information about more than 50 other general purpose shoemaking cements can be obtained from your United man.

**USMC ADHESIVES**

**BE BE TEX CEMENTS  
BE BE BOND CEMENTS**  
PRODUCTS OF B B CHEMICAL CO.

**HUB ADHESIVES  
HUB PASTES  
HUB-TRIDENT GLUES**

**UNITED SHOE MACHINERY CORPORATION**  
BOSTON, MASSACHUSETTS

# Leather MARKETS

Business about on par with last week—sales moderate and spotty generally—prices slightly softer. Calf, kid, sheep leathers fair; other leathers could use more business.

## New York Markets

**Upper Leather:** Trading has been slow of late as buyers seem to be buying only as they absolutely need leather to finish out shoe orders on hand. Typical sales seem to be 3,000 to 5,000 feet and sometimes 10,000 feet of one color or other needed. Tanners have their thoughts on the coming Leather Show next week and most of them are optimistic about the Fall business prospects. Pricewise large spread leather in corrected grains remain 45-46c and down to 36c per foot but the volume business is still going on in the lower grades with reports of leather moving in the lower thirties and even down to 28c. Extremes are priced 48-50c and down but this grade leather is not a volume seller in the New York area as most shoe factories use the large spread.

**Sheepskins:** Some tanners report that they are doing an active business in lining leather and that they are obtaining 25-23-21c per foot for combination tanned and 28-26-24c for chrome tannages. Others report they find considerable price resistance and that though their list prices are the same as the above mentioned figures they have to shade these a little in order to move leather. Sheepskin leather for the novelty trade is also

said going fairly well by some tanners and they are quoting 28-26c for high colors and 27-25c for black and brown novelty type leather. Garment leather is still very slow and not much is reported doing in this field.

**Sole Leather:** Tanners report good orders for both light and medium bends with the former bringing up to 65c and the latter from 55-57c. Heavies continue slow with tanners quoting 52c on average tannery run bends although some lots sell at 50c and below. Bellies still find good interest with both cows and steers bringing 44-45c. Heavyweights, however, are slow and sell lower. Light single shoulders continue in good demand with some tanners reporting they have more orders than they can handle. Prices hold at 50-51c.

Double rough shoulders, tannery run, remain at 65c with runs for men's waist belt trade selling at 70c. Shanks quoted at 34-35c for hind shanks and 31-32c for fore shanks. Cut soles wanted only if light and low in price.

## Sole Leathers

No signs of change in this market which has remained only moderately active since turn of year. Most tanners report varying sales from week to week. Some expect good Fall run but there is little prospect for a big year. Synthetic sole sales appear to have reached level for time and most sole leather tanners expect to hold own in 1950. Although best selections in medium and heavy bends still hold to top quotations, better



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**SOLE LEATHER**  
*gives you that  
extra point of  
uniform quality*

THERE'S NO SUBSTITUTE  
FOR GENUINE LEATHER



**CUT STOCK  
BENDS  
BACKS  
BELLIES  
SHOULDERS  
HEADS**

# EBERLE

**TANNING CO.**  
Westfield, Penna.

## LEATHER: ITS PRICE AND TREND

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1949 HIGH
CALF (Men's HM)	90-1.06	90-1.06	95-1.10	95-1.15
CALF (Women's)	85-1.06	85-1.06	85-1.05	90-1.10
CALF SUEDE	1.10-1.20	1.10-1.20	1.00-1.25	1.05-1.30
KID (Black Glazed)	70-1.00	70-1.00	55-80	70-1.00
KID SUEDE	70-88	70-88	50-75	70-90
PATENT (Extreme)	48-56	48-56	51-60	56-66
SHEEP (Russet Linings)	18-23	18-23	18-20	19-23
KIPS (Corrected)	57-61	57-61	52-57	57-61
EXTREMES (Corrected)	45-53	45-53	45-50	48-53
WORK ELK (Corrected)	44-54	44-54	44-50	52-56
SOLE (Light Bends)	64-66	64-66	62-66	68-72
BELLIES	40-44	42-45	34-37	44-48
SHOULDERS (Dble. Rgh.)	64-68	64-68	55-57	64-72
SPLITS (Lt. Suede)	36-41	36-41	38-44	39-44
SPLITS (Finished Linings)	20-23	20-23	21-23	22-24
SPLITS (Gussets)	17-20	17-20	18-19	19-20
WELTING (1/2 x 1/8)	9	9-9 1/2	8 1/4	9 1/2-10
LIGHT NATIVE COWS	24-25 1/2	22 1/2-24	24 1/2-25	29 1/2

All prices quoted are the range on best selection of standard tannages using quality rawstock.

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Specialty Leathers  
Side - Horse  
Well known Tannages

**KLENZETTE**  
**ANILETTE**  
**ROSS-ETTE**  
and the popular

**ORIGINAL GENUINE**  
**Kleenette**  
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**WASHABLE LEATHER**

**A. H. Ross & Sons Co.**  
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NEW YORK - Bankart & Samuelson  
SAINT LOUIS - Al. W. Meier Co.  
MILWAUKEE - A. W. Patton Co.  
CHICAGO - J. K. Reynolds Co.  
LOS ANGELES - A. J. & J. K. Cook  
BOSTON - Merchant Lureys  
PHILADELPHIA - Schoenfeld Leather Co.

sales are made well below these prices. Light bends, a small part of production, are limited and in demand up to 66c. Mediums do fairly well with volume at 56-57c. Heavies slow; few sales above 52c.

Light Bends: 64-66c  
Medium Bends: 56-61c  
Heavy Bends: 52-56c

Philadelphia sole leather tanners say they have been doing an active business. Sales are steady but for small amounts. Prices static on factory and finding bends. Although buyers are always pressuring them to make some adjustments, tanners have managed to stick to their list prices. Bellies fell off a few cents although there is still good business in lights; heads still go at 22c. Many tanners are out of both.

### Sole Leather Offal

Offal market in Boston continues on par with last week. Prices remain softer than at any time in past six months, particularly in heavy leathers. Despite this, buyers are only moderately active. Majority of shoe manufacturers appear to have filled requirements for present. Bellies still do fair business with both cows and steers bringing up to 44c for best selections. Volume, however, done at 40-42c. Single shoulders with heads on find some sales at 50-51c but here again, volume is sold at several cents lower. Double rough shoulders bring 65c for wetting stock; around 68c for waist belt stock although some tanners ask up to 70c for top grades. Heads and shanks moderate.

Bellies: Steers: 40-44c; Cows: 40-44c

Single shoulders, heads on: Light, 46-51c; Heavy, 40-43c

Double rough shoulders: 64-68c

Heads: 21-25c

Fore shanks: 31-34c

Hind shanks: 34-36c

### Calf Leathers

Boston tanners report another fairly slow week after recent business activity. However, the sales slowdown is regarded as seasonal. Calf leathers expected to take on real spurt after Leather Show points way to buyers. Men's weights continue to show strength in all grades—a good sign, say tanners. Women's weights a bit slower, perhaps over the buying peak temporarily. Fair sales made in 80-95c range with top prices quoted around \$1.06 for best selections. Men's sell in same range. Suedes moderate.

Men's weights: B 90-1.06; C 85-1.00; D 75-94; X 70-84; XX 66c

Women's weights: B 93-1.06; C 87-97; D 80-92; X 70-86; XX 55-70c

Suede: 1.10-1.20; 1.03-1.10; 90-93c

### Kid Leathers

Philadelphia kid leather tanners report not much increased activity in business. Price adjustments made by many tanners last week still hold, and those who have not yet raised their prices are talking about doing it in near future.

This past week quite a bit of black

glazed was sold in mainly the heavier skins. Black suede sold also. Tanners explained that, in some instances, shoe men bought heavier skins because they could cut expense by using a fabric lining, or linings of sheepskin—both of these cheaper than kid leather. Not much talk about colors just now.

Linings not selling too well although there is always some demand. Prices are the same as quoted last week. There is still a large demand for slipper leather; orders are hard to fill in many instances. Cowboy boot manufacturers are buying this kind of leather and slipper manufacturers are also doing some ordering now. Nothing special reported in glazed or crushed.

Rawskin situation remains just about the same and tanners see no solution for the high prices. As one tanner put it, the only real way to describe the rawskin market is that it seems to be an incurable mess.

Suede: 35c-93c  
Linings: 26c-60c  
Slipper: 34c-63c  
Glazed 30c-\$1.05; \$1.10  
Satin: 50c-\$1.10  
Crushed: 35c-65c

Boston kid tanners report sales a bit slower this week; expect pick-up after Leather Show. Primary reason, however, is between-season lag. Good Fall sales to begin in next few weeks when tanners will look for black suede to move in volume. Black glazed also expected to do well. Blue and brown next in line for both suede and glazed. No definite price changes announced as yet although increases expected shortly in both glazed and suede.

### Sheep Leathers

The most active market in Boston. Seasonal lag not evident here, according to tanners, who report good sales continue. Majority of tanners find sales volume to date well above this time in 1949. Naturals by far the best seller in all selections; prices firm. Tanners look for sales to continue as long as cowboy boot manufacturers remain active. No sign of saturation point in this market. Best business done at 12-16c with novelty manufacturers and export trade accounting for good sales in grades 10c and down. Garment grains still active. Colored vegetable linings do well but end of run expected shortly.

Russet linings: 23, 21, 19, 17, 13, 11c

Colored vegetable linings: 22, 20, 18, 16, 14c

Hat sweat: 26, 24, 22, 20c

Chrome linings: 26, 24, 22c

Garment grains: 26, 24, 22, 20c

Garment suede: 27, 25, 23, 21c

### Side Leathers

Not too much activity reported by Boston side leather tanners this week. As in calf and kid, real business is expected to begin after Leather Show. For the time, however, tanners find little new sampling or sales. Even the heavy aniline types are slower this week although prices hold for best selections. Lower grades find some business but in-between

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MEN'S • WOMEN'S • BOY'S  
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**SPLITS**

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grades are slow. High colors interest buyers. Most shoe buyers prefer to wait until after Show before planning Fall purchases. Chrome tanned regular finish sides slow to moderate. Extremes find some business at 53c and down but other selections find going hard. Work elk finds few buyers.

Heavy Aniline Extremes: B 53-56;  
C 51-54; 45-47c  
Corrected Kips: B 53-61; C 51-59;  
D 49-57, X 43-50c  
Corrected Extremes: 45-53; 43-49;  
41-47; 38-44c  
Corrected Large: 40-45; 38-42; 36-40; 33-37c  
Work Elk: 44-54; 42-46; 40-44;  
38-42c

### Splits

Boston tanners report sales moderate to slow. No change expected until suede season shows signs of life again. When suede sales are made, heavies bring up to 46c; lights up to 41c. Finished linings only fair with better sales made at 20c. Some bring up to 23c but these are top selections. Gussets find business at 17-20c range; retan sole fair between 30-40c. Both blue and pickled splits moving slowly. Tanners' quotations still hold to previous levels on these but lack of demand and buyer price resistance keep sales prices soft.

Light suede: 36-41; 34-39; 32-36c  
Heavy suede: 43-46; 41-43; 38-40c  
Retan sole: 40, 38, 35, 33, 30c  
Finished linings: 18-20; 20-22; 22-23c  
Gussets: 17-20c  
Blue splits: Heavy, 14-15c; Light, 12½-13½c  
Pickled: Heavy, 13½-14c; Light, 12-12½c

### Welting

New demand for regular Goodyear welting moderate. Prices hold around 9c on basis of ½ by ¼ inches. Downward pressure by buyers continues but makers, now working on highest priced shoulders, claim 9c needed to get out whole.

Specialty welting looks for another big fall run. Most sample lines include it. Synthetic welting continues to enjoy excellent demand from makers of low-priced welts, stitch-downs, pre-welts, etc. Plastic welting makes most of price differential yet still gets its best play in white shoes.

### Belting Leathers

Belting leather tanners report that hides are down to 20½c for natives—but this is still not good at all. Under the OPA these same hides were 15½c whereas bend butts are still selling at about the same prices tanners had to sell under OPA, so that they are now actually taking a loss. Also, this is the poorest yield of the year. There is a lot of waste which tanners must pay for doubly—when they buy, and in freight charges. Many tanners are still buying very little and waiting to see if prices will go lower.

Tanners find some demand for light and medium bend butts. Prices quoted run just about the same as last week. Demand for shoulders off

**CARR SUEDE**

**CARR BUCK**

*Black & Colors*

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TANNERIES AT PEABODY

**Laub Quality is Famous  
in Leather Specialties, too!**

For belts, sandals, bridle reins, saddles, saddle bags, etc., look to Laub for the best in quality leather.

**Strap Sides and Backs**  
(Russet and colors)

**Skirting Sides and Backs**

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**Double Waistbelt Sides**  
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**Steer Harness Leather Sides**  
(Russet and black)

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(Russet and black)

**GEO. LAUB'S SONS**

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BOSTON: Merrihew & Company  
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## Real White SHEEP

Actually Tanned WHITE—Not Bleached

### THOMAS A. O'KEEFE

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*story of*  
*all good shoes*

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LINING LEATHERS

GEILICH LEATHER CO., TAUNTON, MASS.

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## Splits

FOR EVERY PURPOSE

## Side Leather

MEN'S AND WOMEN'S  
IN THE POPULAR PRICED RANGE

PEABODY, MASS., U. S. A.

and prices slipped a cent or two—but, in most instances, tanners had no stock at all of shoulders and would not quote any prices.

Curriers reported that this past week business quieted down a bit. As they had thought, the recent flurry of buying seemed to be more or less hand-to-mouth and with firms stocked up a little, sales have dropped. Curriers did get their new prices, however, and their lists are still those that were quoted last week. They do not see their way clear to making any price adjustments.

#### AVERAGE BELTING PRICES

No. 1 Ex. heavy	96c
No. 1 Ex. light	98c
No. 2 Ex. heavy	92c
No. 2 Ex. light	94c
No. 3 Ex. heavy	88c
No. 3 Ex. light	90c

#### RANGE OF CURRIED PRICES

Curried Belting	Best Selec.	2nd	3rd
Bend Butts	1.14-1.33	1.10-1.30	1.02-1.15
Centers 12"	1.48-1.84	1.38-1.80	1.16-1.31
Centers 24"	1.40-1.62	1.34-1.58	1.15-1.30
Centers 28"-30"	1.33-1.57	1.28-1.54	1.10-1.30
Wide Sides	1.07-1.30	1.03-1.26	.98-1.08
Narrow Sides	1.02-1.13	.98-1.09	.93-1.04

(Premiums to be added: X-light plus 12-13c; light plus 5-13c; X-heavy plus 8-10c.)

### Glove Leathers

Due to wage increases granted to returning tannery workers, most custom dressing tanners have jumped dressing charges from 25 cents to 75 cents per dozen. This amounts, roughly, to one cent a foot, and will be reflected in dealers' prices.

New Zealand sales have firmed prices of domestic leather. One house is quoting Number one smooth at 31c, Number 2's, 28c, Number 3's 25c and Number 4's, 22c. Pigtex grades are quoted at 25 and 22c with an occasional offering of low ends at about 19c. High colored suedes are quoted at 40c for the tops which is up 4c over last year's prices.

### Bag, Case and Strap

Midwestern tanners report these leathers on a steady and unchanged basis from a week ago. The critical coal crisis is, however, seriously threatening to sharply curtail tannery operations even beyond the requested 25% cut in production. Lack of fuel has to some extent slowed up purchases of raw materials and consequently less leather is being currently offered.

Demand, for the most part, still described as satisfactory following good business of last week.

2 ounce case	44, 41, 38c
2½ ounce case	47, 44, 41c
3½ ounce strap	55, 52, 49c
4 ounce strap	58, 55, 52c
5 ounce strap	62, 59, 56c

### Garment Leathers

Tanners continue to encounter extreme difficulty in their attempts to sell garment sheep leather for the garment industry, and they report only one major reason for this situation—high raw material costs. They are literally forced to price their goods at a very close margin of profit in order to do business, or take a loss in order to move their inventory. With this situation in mind, business is again a slow and draggy affair. The horsehide leather market for

the garment industry is also a slow one, but for a different reason. Raw materials are scarce, with most tanners carrying short inventories on horsehide leather. Prices, meanwhile, are unchanged and firm.

Suede garment: 27, 26, 25c  
Grain garment: 29, 27, 25c  
(High colors grain garment 2c premium)  
Average horsehide leather 36c  
Very best up to: 39-40c

### Work Gloves

With one eye on their coal supplies, tanners have been a trifle reluctant in making raw material purchases for future production. While tanners are watching their commitments very closely, they do report, however, that demand for glove split leathers is generally satisfactory. Some report that business is on a replacement basis, while others appear to be working on an allocation basis similar to that of pre-war days.

Horse Shanks, 40-45 avg. ft. per doz. 21c

Horse Shanks, 50-55 avg. ft. per doz. 25c

Cow Bellies, 40-45 avg. ft. per doz. 24c

Cow Bellies, 50-55 avg. ft. per doz. 26c

Shoulder Splits, per pound:

No. 1's 50c

No. 2's 40c

No. 3's 25c

Glove Splits (No. 1, 2 & 3 grades):

Heavy-medium 21-20-19c

Medium 20-19-18c

Light-medium 19-18-17c

Light 18-17-16c

## TANNING Materials

Consumer buying featureless in the Tanning Oils market as quotations hold firm. Some stiffening occurred in the fats market, including tallow.

Raw Tanning Materials prices for the most part were unchanged. Wattle Bark—"Merchantable," was quoted at \$64.00. No changes in Tanning Extracts prices and the moderate volume of buying was generally for replacements.

### Raw Tanning Materials

Divl Divl, shipment, bags .....\$70.00  
Wattle bark, ton .....\$65.00 for "Fair  
Average" and \$64.00 for "Merchantable"  
Sumac, 28% leaf .....\$72.00  
30% leaf .....\$75.00  
Myrobalans, J. 1s, \$52.00-\$53.00  
(Crushed \$75.00) J. 2s .....\$48.75  
Valonia Cups, 30-32% guaranteed .....\$53.00  
Valonia Beards .....\$81.00  
Mangrove Bark, So. Am. ....\$67.00

### Tanning Extracts

Chestnut Extract, Liquid (basis  
25% tannin), f.o.b. plant  
Tank cars ..... 3.70  
Barrels c.l. .... 4.38  
Barrels, l.c.l. .... 4.65  
Chestnut Extract, Powdered (basis  
60% tannin), f.o.b. plant  
Bags, c.l. .... 9.60  
Bags, l.c.l. .... 10.30  
Bags, less than 100 pounds ..... 15.00  
Cutch, solid Borneo, 55% tannin,  
plus duty ..... .07  
Gambler Extract, 25% tannin,  
bbls. .... .09 1/2 .12

March 4, 1950—LEATHER and SHOES

in the picture



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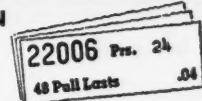
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CHROME RETAN SOLE LEATHER

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Contract Tanning

**WISCONSIN**  
*Leather Company*  
1830 S. THIRD ST., MILWAUKEE 4, WIS.

## LIBERTY BELL

DOUBLE OAK SHOULDER

# WELTING

"TOPS FOR QUALITY"

**McADOO & ALLEN WELTING CO.**

QUAKERTOWN, PENNSYLVANIA

Agencies in Principal Centers in the United States and throughout the world.



★ **Eagle**

CORRECTED GRAIN

★ **Ottawa**

CORRECTED GRAIN

**ELK SIDES**

★ **Mexican**

PRINTS

★ **Tuftoe**

TIPPING

*Flexible Splits*

SALES OFFICES IN PRINCIPAL CITIES

**EAGLE-OTTAWA LEATHER COMPANY, GRAND HAVEN, MICH.**

Hemlock extract, 25% tannin, tk. cars, f.o.b. wks. ....	.0525
Bbls., c.l. ....	.05%
Oak bark extract, 25% tannin, lb. bbls. 6 1/4-8 1/4, tks. ....	.06%
Quebracho extract	
Solid, ord., basis 63% tannin, c.l. plus duty ....	8 5/16
Solid, clar., basis 64% tannin, c.l. ....	.09
Liquid, basis 35% tannin, bbls. ....	.08
Ground extract ....	.16%
Powdered super spruce, bags, c.l. .05%; l.c.l. ....	.05%
Spruce extract, tks. f.o.b. works ....	.01%
Wattle bark, extract, solid ....	.06%

### Tanners' Oils

Cod oil, Ndd., drums ....	.80
Castor oil No. 1 C.P. drs. l.c.l. ....	.20
Sulphonated castor oil, 75% ....	.17
Cod, sulphonated, pure 25% moisture ....	.11%
Cod, sulphonated, 25% added mineral. ....	.10 1/2%
Cod, sulphonated, 50% added mineral. ....	.09%
Linseed oil tks., c.l., zone 1 drums, l.c.l. ....	.199
Neatsfoot, 20° C.T. ....	.28
Neatsfoot, 30° C.T. ....	.21
Neatsfoot, 40° C.T. ....	.18
Neatsfoot, prime, drums ....	.16
Neatsfoot, sulphonated, 75% ....	.16
Olive, denatured, drs., gal. ....	1.88
Waterless Moellon ....	.13
Moellon, 25% water ....	.12 1/2%
Artificial Moellon, 25% moisture ....	.12
Chamois Moellon ....	.12
Common degreas ....	.12 1/2%
Neutral degreas ....	.22-.24
Sulphonated tallow, 75% ....	.10 1/2%
Sulphonated tallow, 50% ....	.09
Sponging compound ....	.09-10 1/2%
Split oil ....	.10
Sulphonated sperm, 25% water ....	.15
Petroleum Oils, 200 seconds visc. tks., f.o.b. ....	.11 1/2%
Petroleum Oils, 150 seconds visc. tks., f.o.b. ....	.13
Petroleum Oils, 100 seconds visc. tks., f.o.b. ....	.11

### Exchange Limits Trading In March Hides Futures

Trading in March, 1950, hide contracts has been limited to liquidation of open contracts, the Commodity Exchange's board of governors ordered this week. The action was taken to relieve a tightness existing in the March contracts.

Prices had been forced 245 points higher in three trading days because a concentration of the long interest in the March contract had exerted pressure on short interests. Spread between March and June had widened to 290 points.

The board ruled also that no trades in March contracts be made at a price in excess of 200 points above the last traded or last offered price, whichever is lower, for June, 1950, delivery. No March-June switch shall be traded at a difference of more than 209 points premium for the March contract.

Any contracts not liquidated by the delivery of hides shall be settled at a price to be set by the board. This is expected to result in a reasonable liquidation during the remaining life of the March contracts.

LEATHER and SHOES—March 4, 1950

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March

# HIDES and SKINS

Trading on big packer market slow this week. Packers have little to offer. Packer calf quiet. Rest of market moderately active.

## Packer Hides

Inactivity in the big packer market this week was not surprising, but was just a few hides from being complete. Only one significant trade; that of 1,000 Riverpoint heavy native cows at 20c, up 1c, with another 1,000 hides sold, all native steers, at steady prices. A pack of heavy native steers from Chicago which went for export and were 50% kosher, sold at a price called steady. Other business, by outside packers, and about 11,000 hides by smaller packers on the Pacific Coast, constituted the total trading. The big packer trading came to a magnificent total of 3,000 hides.

With a short kill last week, due to the loss of one day, and prospective light kill for this week, packers did not push the market. Tanners, on the other hand, showed only restricted interest in hides, branded steers were sought at steady money and Riverpoint heavy cows at last prices. However, sellers would not go along, but did ask 20c on branded cows, 1c higher than last paid.

## Small Packer Hides

Ideas of traders in this market found a level about 1c higher, on the average, than that quoted last week. While higher quotations were heard at the end of last week, there was no trading. However, this week, some business in 48/50 lb. average lots at 20 1/2c selected, and some 50/52 lb. average hides around 19 1/2 to 20c selected, have definitely established the market level.

Tanners seem willing to admit that the price range for 48/50 lb. averages should be around 20 to 21c selected, depending upon quality and weights. Sellers think in terms of 22c selected

for these hides and even higher in some cases.

Offerings are primarily heavier average lots. Lighter hides, which are in much better demand, are hard to find. Tanners of heavy leather find a very slim market, which restricts buying in the heavy hides considerably. Buyers have been able to find enough around in the big packer market to satisfy their needs, and many have shunned this market for that reason.

Southwestern light hides getting better play. Tanners viewing Texas market with ideas of 25c flat for 42/43 lb. average hides of good quality, but sellers asking 26c flat.

In the Midwestern section, bulls are quoted nominally around 14 to 14 1/2c, depending upon quality and weights. Some feel that up to 15c selected will be realized on better lots.

## Packer Calfskins

Packer calf market held quiet again this week. Business in about 43,000 Northern light calf from St. Paul, Chicago, Milwaukee, Green Bay, Eau Claire, etc., last week at 61c f.o.b., put the market for lights 4 1/2c lower than the previous trading. No heavies involved, however. The nominal price of heavy skins is 56c, but sellers entertain ideas of more money.

Production of heavy skins very small, and offerings will not be easy to make. Some traders have looked for an allweight price, perhaps 60c for all skins, but this is purely unofficial anticipation of what might become a trading market. St. Louis skins sold late last week with prices of 60c for lights and 57 1/2c for heavies representing a 5c advance for the heavies but a 5c decline for the lights.

New York trimmed packer calfskins quotable at \$3.75 nominal for 3 to 4's, \$4.50 for 4 to 5's, \$5.30 for 5 to 7's, \$5.70 for 7 to 9's, and \$7.35

for 9 to 12's. Big packer regular slunks figured at \$3.50, hairless at \$1.15, based on last business.

Small packer skins rather quiet. Sellers have wanted 45 and 50c for their offerings of untrimmed allweights, but tanners thinking around 40c, perhaps to 45c on some of the better lots. Kipskins have brought bids of 35c, but 40c is asked in most cases. Offerings of small packer calf not too abundant.

## Packer Kipskins

Packer kip is still one of those undefined situations. While there was a sale of St. Paul production kip and overweights at 45c, 2 1/2c higher than the last sale of mixed Northern Riverpoint skins, there has been no sale of the mixed offerings.

St. Paul considered a premium point, and worth 2 1/2c over the market for mixed lots. However, with kip in very short supply, tanners may find that they have to think higher for what they want if they want to figure in the trading market. Prices holding nominally unchanged in lieu of an establishment of the market. Northern and Riverpoint mixed native kip quoted at 42 1/2c with the overweights quoted at 37 1/2c. New York trimmed packer kipskins are quotable at \$8.45 for 12 to 17's, and \$9.25 for 17's and up.

## Country Hides

Country market shows no change from previous week. Some sellers have increased their asking prices appreciably. Tanners refuse to pay more than 18c flat for the best of

## QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers	19 -23 1/2	18 1/2-23	18 1/2-22 1/2	20 -23
Ex. light native steers	26 1/2	26	25 1/2	27 1/2-28
Light native cows	24 -25 1/2	23 -24 1/2	22 1/2-24	24 -24 1/2
Heavy native cows	20 -20 1/2	18 1/2-20	18 1/2-20	19 1/2-20 1/2
Native bulls	17	16 1/2	16	15 1/2
Heavy Texas steers	17 1/2	17 1/2N	16 1/2	19
Light Texas steers	21 1/2	21 1/2	21N	20 1/2
Ex. light Texas steers	23	23	22 1/2	25 1/2
Butt branded steers	17 1/2	17 1/2N	16 1/2	19
Colorado steers	17	17N	16 1/2	18 1/2
Branded cows	19	19	18 1/2-19	19 1/2
Branded bulls	16	15 1/2	15N	14 1/2
Packer calfskins	56 -61	56	-65 1/2	52 1/2
Chicago city calfskins	35N	40	40	35
Packer kipskins	42 1/2	42 1/2	42 1/2	37 1/2
Chicago city kipskins	30N	30	30	25

## HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Mar. 2	Close Feb. 23	High For week	Low For week	Net Change
March	21.70B	20.50B	22.05	19.76	+120
June	19.70T	19.10B	19.90	18.60	+60
September	19.00B	18.80B	19.10	18.60	+20
December	18.70B	18.55B	.....	.....	+15
April	22.65B	22.25B	.....	.....	+40
July	22.40B	22.05T	22.45	22.00	+31
October	22.05B	21.70B	.....	.....	+35
January	21.75B	21.40B	.....	.....	+35

Total Sales 231 lots



**Time-Tested  
FORMULAS**

"LET LINCO PRODUCTS  
HELP YOU MAKE BETTER  
LEATHERS AT LOWER COST"

**L.  
H.  
LINCOLN  
and  
SON  
INC.**

**COUDERSPORT  
PENNSYLVANIA**

BATES  
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LEATHER FILLERS  
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SOLE LEATHER  
FINISHES  
•  
SPONGING AND  
WASHING COMPOUNDS  
•  
TANNERS' SUGAR  
AND LIME  
•  
COLLOIDAL CLAYS  
•  
CHEMICALS

the average run country hides, 48/50 lb. average, trimmed f.o.b. shipping points, except in some cases where the hides are mostly locker plant and city butcher production. Some tanners have paid up to 18½ flat for good quality locker hides. In fact, up to 18½ flat has been paid on some 50/52 lb. average lots with a large percentage of lockers. From 52 lbs. on, however, the ideas drop rapidly.

Tanners think the ordinary run of 55 lb. average hides worth about 17c flat, with 58/60 lb. averages worth only about 16c flat at best. Heavier hides quoted still lower. Lighter lots, around 46/47 lb. average, figured up to 18½ flat for the average run, but higher on the better quality hides. Country bulls quotable around 11 to 11½, depending upon quality. Glue hides quoted at 14c, some to 14½, depending upon the quality.

### Country Calfskins

Country and city calfskins very slow. Allweight country offerings noted at 28 and 30c, depending upon the skins, but best bids around 26 to 27c, with best lots bid at the outside price. City untrimmed allweights quotable around 35c, but sellers want 40c.

New York trimmed collector calfskins quoted at \$3.30 for 3 to 4's, \$3.80 for 4 to 5's, \$4.50 for 5 to 7's, \$5.00 for 7 to 9's, and \$6.30 for 9 to 12's.

### Country Kipskins

Situation in country kip unchanged. Sellers want 26 and 27c but tanners will pay no more than 24 or 25c, depending upon quality. City skins are priced a little higher, some offerings put out at 35c, but tanners feel that 30c is the best price that can be figured. New York trimmed collector kipskins are quoted at \$7.20 for 12 to 17's, and \$8.00 for 17's and up.

### Horsehides

No price movement in this market. Tanners refuse to pay more than \$10.75 on mixed renderer-slaughter 60 lb. hides. Some quote a range of \$10.50 to \$10.75, and will go no higher than \$11.25 for 70 lb. hides of mostly slaughter production. Untrimmed hides quotable about \$1 more.

Market on fronts is quotable around \$7.50 to \$7.75 for good No. 1 Northerns with very slow demand. Tanners not showing much interest. Butts, basis 22 inches and up, figured around \$3.50 to \$3.75 for average quality production, with some very large butts of good quality quoted up to \$4, f.o.b. shipping points.

### Sheep Pelts

Pelts continue strong. Western lambs, from the Iowa-Minnesota packers, still quoted at \$4.62½ per cwt, according to last business, with natives at 50c less. Sales of Western lambs in small lots outside of this market reported at \$4.25 to \$4.50 per cwt. for good quality pelts. Shearlings quoted around \$2.65 to \$2.85 for big packer Midwestern production, \$2.15 to \$2.25 for No. 2's, and \$1.75 for No. 3's. Fall clips quotable around \$2.90 to \$3.15 for big packer production. Pickled skins unchanged at \$12 per dozen for big packer production, with \$10 to \$11 per dozen figured on some other production. Dry pelts figured at 29c per lb. for good dry flints.

### Goatskins

Business still slow and spotty with tanners buying close to needs until Leather Show has passed. Karachi 1200 lb. Amritsars offered at \$12.00-\$12.50 and even \$12.75 per dozen c&f for shipment. Southern India market reports offerings of 1.70/1.80 lb. Madras Coconadas at \$12.50 although some ask up to \$13.50. Parcel of 1.35/1.40 kilo Iranian goatskins sold for shipment last week at \$13.50. Iranian butcher skins held at \$15.50 for 1.40 kilos.

Batis offered and sold at various prices ranging from \$14.50 to \$15.50. Bati types available at \$12.50. Addis-abebas afloat sold at \$12.00. Berberahs firmly held at \$13.50 and Hodeidahs at \$9.25. Red Kanos goatskins offered from \$1.30 to \$1.32 per lb., c&f. basis primes. Kenya and Tanganyika shade dried Mombassas moving at \$12.00-\$12.50, as to shipper, selection and weights. Capes unchanged.

### Deerskins

An easier tone for Brazil "jacks" and only limited sales noted with last confirmed business at 70c f.o.b. While shippers ask higher prices, buy-

ers are not interested. Most tanners will operate only at a price. Some quarters looking for lower levels though shippers are not carrying any sizable stocks and it may be difficult to get them to come down.

### Piqskins

Undertone firm with scarcity of offerings due to small available stocks. Shippers trying for higher levels but it is difficult to get buyers to better last trading levels. Manaos grey peccaries considered top at \$2.10 f.o.b., and blacks at \$2.00 f.o.b., basis importers, while Para grey peccaries quoted \$1.90-\$2.00 f.o.b. Chaco carpinchos in small supply and not many offers noted. Paraguay carpinchos offered but shippers want best bids, which buyers claim are \$1.80 c&f.

### Reptiles

Not too much interest as most operators wait until after the Leather Show. By that time they will have a good idea of what leathers will be wanted and they can guide their raw stock purchases.

Bidding at 85c for Madras bark tanned whips, 4 inches up, averaging 4½ inches, 70/30 selection. Shippers ask 88-91c with the inside last paid. For 4 inches up, averaging 4½ inches, shippers ask 96c for whips. Cobras, 4 inches up, averaging 4½ inches, 70/30 selection, held at 70c and vipers, 4 inches up, averaging 5 inches, 80/20 selection, held at 40-42c. This is the slack season and offers are limited. Larger quantities not expected before March-April.

### Dry Sheepskins

Market still in a state of "status quo." Prices holding up at origin although there is not much demand. Fulton County gradually getting back to normal but tanners not yet working anywhere near capacity. It will be a couple of months yet before conditions will be righted after the long strike-period. Tanners, however, are optimistic about the future and expect things to right themselves shortly.

Hair sheep markets remain firm and, while not much business has been confirmed, sales have been made at higher levels. Brazil cabrettas sold at \$15.00 for regulars and additional business not possible at under \$15.00-\$15.50, depending upon sections, shippers and lots involved.

## LEATHER

YESTERDAY—TODAY—  
ALWAYS!

# DERMABATE

COMPOUNDS AND LIQUID EXTRACTS  
**AMERICAN EXTRACT CO.** PORT ALLEGANY, PA.

# WANT ADS

## ADVERTISING RATES

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situation Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

**THE RUMPF PUBLISHING CO.**  
300 W. Adams St. Chicago 6

## Special Notices

### Small Tannery for Sale

Located on main line of Southern Railway adjacent to Atlanta.  
Equipped for tanning vegetable and chrome leathers, also finishing of same.  
No union, no labor troubles.

Address B-21.  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

### Crocodile Hunter Needs Partner

Scotch-Canadian seeks partner who is American citizen with University education and who will bring Ten Thousand U. S. dollars (\$10,000.00) into this sound business in the South Seas. Substantial profits assured from commencement. All skins sold in U.S.A. Shipments every 30-60 days. Address B-22, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

### For Sale

Type B heavy duty Woburn 72" Setting Out Machine, with spare cylinder, rubber roll, and jack shaft.

Turner 12" Shaving Machine.

Randall Automatic Power Punching Machine.

All f.o.b. St. Louis. Make offer to:

CALIFORNIA TANNING COMPANY  
1905 Shenandoah Avenue  
St. Louis 4, Missouri

### Machine Wanted

WE ARE in the market for a Behr-Manning 50% Lightning Sanding or Buffing Machine.

Address C-1,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

### Tannery for Sale

SMALL MODERN TANNERY for sale equipped with new machinery for sole leather, some for upper leather. Could easily be converted for upper leather. Located where the best hides are produced, labor plentiful. Will sell the machinery and lease the building or sell all with good terms. Address B-9, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

### Dies Wanted

WANTED: Mallet top gunn cut work glove dies, used. Prefer driver style.

Address C-2,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

### Do You Need Leather?

ENGLISH FIRM operating two tanneries would like to receive inquiries for any kind of leather in good demand in the American market.

Equipped to produce general leathers, also heavy mechanical and textile leathers, and have an up-to-date organization.

Full co-operation given in return for genuine inquiries.

Address C-3,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

### For Sale

STEHLING 6 Ft. Continuous Feed Wringer, good operating condition. For further information, write to

Cainap Tanning Company  
Post Office Box 82,  
Napa, California

### Situations Wanted

#### Kid (calf) Suede

PRODUCTION MAN, technician, tanner, suede finisher, college education, Veteran II, age 42. Understands tanning—layout, equipment, machinery, lab. data, skin histology. Can get along with the help, keep cost economical. Has good record of saleable leather; can start subject from scratch or supervise existing manufacture. Remuneration request reasonable. Address M-6, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

### Help Wanted

#### Salesmen

BRAND NEW MANUFACTURER of house slippers, felt and sheepskin, wants experienced salesmen known in trade of department stores, jobbers, and chain stores. Side line, commission basis. All territories open. Ace Slipper Co., 1744 N. Damen Ave., Chicago 47, Ill.

### WASTE SOLVENTS WANTED

Will Redistill or Purchase  
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Greases - Chemicals - Colors  
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80-02 Beaver St., New York 5, N.Y.

## BARGAINS - - - BARGAINS FOR SALE

2,000 Lb. Pieces for Quarter Lining and Sock Linings.

50,000 Ft. Natural Brazilian Pigskin suitable for lining.

90,000 Ft. Finished Domestic Pigskin, suitable for shoes, especially for uppers in children's shoes.

Write us of your wants and also of your offerings.

**MATT AMROSE & SONS, SYRACUSE, N.Y.**  
**SHOE MFRS. SURPLUS STOCKS**

## Coming EVENTS

March 5-8, 1950—Semi-Annual Allied Shoe Products and Style Exhibit for Fall. Hotel Belmont Plaza, New York.

March 7-8, 1950—Official Opening of American Leathers for Fall, sponsored by Tanners' Council of America. Waldorf-Astoria Hotel, New York City.

April 16-20, 1950—Shoe Manufacturers' Fall Opening. Hotel New Yorker, New York City. Eugene A. Richardson Associates.

April 23-30, 1950—Fall Shoe Show, sponsored by Tri-State Shoe Travelers' Assn. Hotel Statler, Buffalo, N. Y.

April 23-27, 1950—Fall Showing, sponsored by St. Louis Shoe Manufacturers Assn., Hotel Statler and other hotels, St. Louis.

May 1-4, 1950—Early Fall Opening. Guild of Better Shoe Manufacturers. Member Show Rooms, New York City.

May 6-10, 1950—Fall Shoe Show, sponsored by Pennsylvania Shoe Travelers' Assn. William Penn and Fort Pitt Hotels, Pittsburgh, Pa.

May 7-10, 1950—Fall Shoe Show sponsored by Southwestern Shoe Travelers Assn. Adolphus, Baker and Southland Hotels, Dallas, Tex.

May 7-10, 1950—15th semi-annual showing. Southeastern Shoe Travelers, Inc. Sheraton Bon Air Hotel, Augusta, Ga.

May 14-18, 1950—Popular Price Shoe Show of America, sponsored by New England Shoe and Leather Assn. and National Assn. of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

May 21-24, 1950—Annual fall shoe showing of West Coast Shoe Travelers Associates. Sir Francis Drake, Plaza and St. Francis Hotels, San Francisco, Cal.

May 22, 1950—Spring Meeting, National Hide Assn., Hotel Statler, Boston, Mass.

May 25-26, 1950—Spring Meeting, Tanners' Council of America. Atlantic City, N. J.

May 31-June 2, 1950—1950 Convention of American Leather Chemists Assn., French Lick, Ind.

June 4-5-6, 1950—Indiana Shoe Travelers' Association Fall Show, Hotel Severin, Indianapolis, Indiana.

July 23-26, 1950—Baltimore Shoe Club Show, Lord Baltimore Hotel, Baltimore, Maryland.

June 24-28, 1950—Mid-Atlantic Shoe Show, sponsored by the Middle Atlantic Shoe Retailers Assn. The Benjamin Franklin Hotel, Philadelphia, Pa.

Sept. 6-7, 1950—Official opening of American Leathers for Spring, sponsored by Tanners' Council of America, Inc., Waldorf-Astoria Hotel, N. Y.

Oct. 25, 1950—Annual Fall Convention, National Hide Assn. Edgewater Beach Hotel, Chicago.

Oct. 26-27, 1950—Annual Fall Meeting, Tanners' Council of America. Edgewater Beach Hotel, Chicago.

Oct. 29-Nov. 2, 1950—National Shoe Fair, sponsored by National Shoe Manufacturers Assn. and National Shoe Retailers Assn., Palmer House and other hotels, Chicago.

## DEATHS

### Herman S. Barnet

... 51, well-known leather dealer and head of Barnet Tanning Co., New York City, died Feb. 19 in New York. Active in the leather business for many years, Barnet was one of the firm's founders. The business will be carried on by his brother, Mitchel F. Barnet, and his son, Stephen Barnet. The Barnet family has been in the leather trade for three generations. In addition to his son and brother, Barnet is survived by his wife, Edna B.; a daughter, Mrs. Joan B. Rachleif; two other brothers, Philip and Maxwell; and a sister, Mrs. Shirley Berger.

### Christian Fleissner, Jr.

... 57, president of Standard Embossing Plate Mfg. Co., Newark, N. J., died Feb. 22 at Presbyterian Hospital, Newark, after a long illness. He was the son of Christian Fleissner, Sr., who headed the company until his death in 1928. The younger Fleissner was also president of the Fleissner Realty Co. in Newark and was a member of the Walter Chandler Lodge of Masons. He leaves his wife, Anita H.; a son, Christian Fleissner, 3rd; a daughter, Mrs. James R. E. Ozias; and five grandchildren.

### Harry W. Bennett

... 67, former proprietor of the Bennett Glove Co. and later associated with the Wilkins Glove Co., both of Mayfield, N. Y., died Feb. 18 in New York of a heart ailment. Survivors include his wife, Ethel W.; two sons, R. Stanley and Gordon; a sister, Mrs. Roy Wemple; four brothers, Joseph, Fred, Bruce and Frank; and one grandchild.

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# WINDRAM

## Quality

COMBINING — ELASTICIZING  
PLASTICS  
BACKING CLOTH

WINDRAM  
MANUFACTURING COMPANY  
Established 1867  
3 Dorchester St., So. Boston, Mass.

# STERN

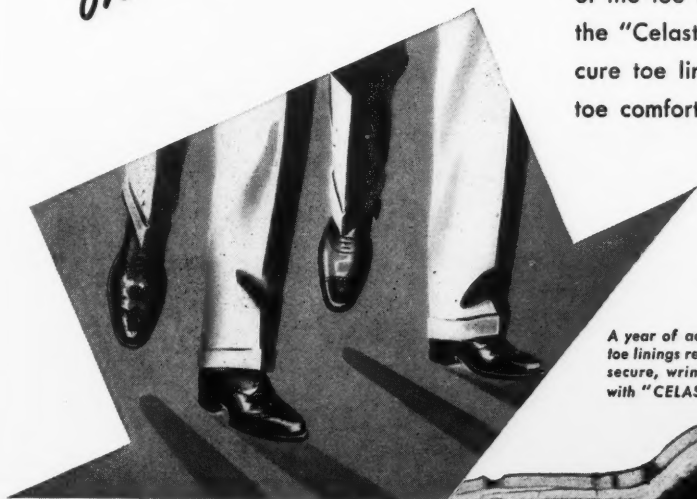
## A GOOD CAN NAME

SINCE 1901

5-GALLON SQUARE CAN

STERN CAN COMPANY, INC.  
182 ORLEANS STREET • EAST BOSTON 22, MASS.

Here's the  
"Inside Story"  
on Toe Comfort



A year of active wear yet  
toe linings remain smooth,  
secure, wrinkle-free . . .  
with "CELASTIC"



A principal cause of toe discomfort is wrinkled, or loose, toe linings . . . this condition can be prevented by the use of "Celastic"\* Box Toes!

The reason: "Celastic" is a woven fabric impregnated with a plastic compound that fuses together lining, box toe and doubler to form a strong three-ply unit.

Technically speaking . . . when the plastic compound is activated by the solvent, the resulting colloidal solution penetrates the adjoining lining and doubler . . . when the solvent evaporates, the plastic compound hardens, securing itself in the weave of the toe lining and doubler . . . locking them to the "Celastic" box toe. This fusion provides a secure toe lining and a smooth interior . . . assures toe comfort for the wear-life of the shoe.

UNITED SHOE MACHINERY CORPORATION  
BOSTON, MASSACHUSETTS



\*"CELASTIC" is a registered trade-mark of The Celastic Corporation

**SOLE LEATHER**  
*At its Best*  
DISTRIBUTED BY  
**HOWES LEATHER COMPANY**

Inc.

- ★ 321 SUMMER STREET, BOSTON, MASS.
- ★ 4649 SHAW AVENUE, ST. LOUIS, MO.
- ★ 130 NORTH WELLS STREET, CHICAGO, ILL.



*Am - O - Krome*

**BELLIES — BENDS — SHOULDERS  
FULL GRAIN LINING BELLIES**

by

**AMERICAN OAK CHROME RETAN DIVISION**

(HOWES LEATHER COMPANY, INC.)

**DALTON AVENUE and FLINT STREET  
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